Board of Trade Journal

Volume 184, No. 3455

7 June 1963

PUBLISHED BY HER MAJESTY'S STATIONERY OFFICE

1s. 3d. net

PACKAGE DEAL

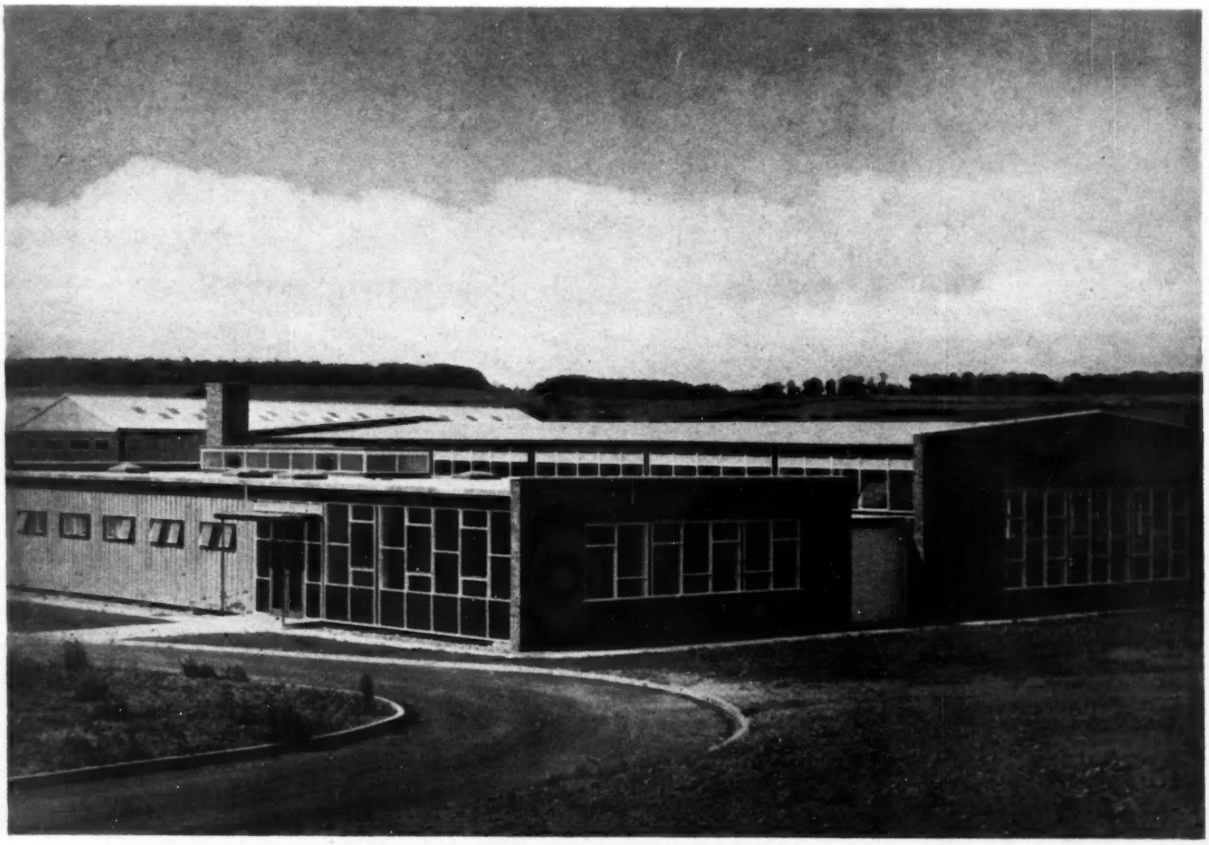
More and more companies are realising the advantages of the 'PACKAGE DEAL' in which all aspects of construction are under the control of one contractor. More and more companies have discovered the advantages of the 'PACKAGE DEAL' in conjunction with

SHEBA STANDARD BUILDINGS

The SHEBA principle is perfect for almost any industrial and municipal building project, including factories, warehouses, cinemas, swimming baths, stores, garages, schools, etc.

SHEPLEY BOOTH & ASSOC. LTD.

Head Office:
GRANVILLE HOUSE
TETTENHALL ROAD
WOLVERHAMPTON
Telephone:
Wolverhampton 27246
Cables:
Sheba Wolverhampton



Offices: London, Frankfurt, Bologna.

Board of Trade Journal

Volume 184, No. 3455 **7 JUNE 1963** **Price 1s. 3d. net**

Pages 1281-1328 **Annual Subscription including Inland Postage, £3 18s. 0d.**

There is Plenty of Room for Increasing Our Trade with Ecuador

By R. T. Anthony, Commercial Secretary, H.M. Embassy at Quito

WITH A POPULATION of less than 5 million and an average annual income estimated at U.S.$175 a head, Ecuador does not offer a very large market. On the other hand there is little industry and most manufactured goods have to be imported. At present Britain provides only 5 or 6 per cent. of Ecuador's $100m. annual imports and there are many lines which are supplied almost entirely by our competitors. There is obviously plenty of room for increased sales by British exporters willing to make the effort.

Agriculture is the basis of the Ecuadorean economy. Bananas, cocoa and coffee from the tropical coastal areas are the source of most of the export income (bananas constitute over 50 per cent. of total exports) while the Andean Highlands produce temperate crops such as maize, wheat, potatoes and barley. Industry has so far developed slowly: among goods manufactured in Ecuador are textiles (the largest industry) cement, pharmaceuticals, soap, beer, flour, some other foodstuffs, cigarettes, matches, paint, furniture and the so-called 'Panama' hats. Most of the manufacturing units, however, are small.

Rapid Increase in Population

Foreign aid, particularly under the Alliance for Progress, and the development of the Latin American Free Trade Association within which Ecuador has obtained the status of a member of least relative development, are providing something of a spur for development schemes. A factor making development increasingly urgent is the rapid increase in population, particularly on the coast and in the main cities: in the last twelve years the population of Guayaquil is estimated to have increased from 266,000 to over 500,000, and that of Quito from 212,000 to over 350,000.

The principal items in development over the next few years are expected to be roads, water supply, hydro-electric power, schools, light industry and, in agriculture, diversification of production and improvement of methods.

In 1961 and the early months of 1962 the Ecuadorean economy went through a difficult period but measures taken in 1961, including devaluation of the sucre from 15·15 to 18·18 to the U.S. dollar (official rates for imports) and a ban on the import of cars have had a good effect. In the last twelve months exports have been high and the foreign exchange reserves have increased from 307m. sucres (about £5m.) on December 15, 1961, to 592m. sucres (about £9·9m.) on December 14, 1962.

Business Hints

Ecuador is a dollar account country and, since the market for many goods is small, price competition is intense even to the extent that people are often carefree about quality provided that prices are right. Many British exporters may be weary of warnings and exhortations about prices, but the point certainly merits repetition, as far as Ecuador is concerned. A factor which is often crucial in selling goods on List I (see section on Import Control below) is credit. For goods such as tools, agricultural implements, tyres, etc., the terms normally expected vary from 90 to 180 days. Terms on which credit is given for goods of larger unit value, e.g., industrial machinery and commercial vehicles, vary too much for a general rule to be set, but there is a tendency for longer credit to be expected. List II goods are mainly consumer goods and the majority are subject to a prior deposit of 100 per cent., which the importer must pay to the Central Bank in order to get his import permit; thus for most List II goods credit cannot normally be given.

For the Ecuadorean market all prices should be quoted in U.S. dollars, c.i.f. Guayaquil. Catalogues and other literature should be in Spanish and quantities expressed in the metric system.

The use of a good commission agent is the best way to success for most exporters to this market. Those firms who prefer to address themselves to a long list of local importers are often frustrated, and may end their campaign with a large and time-consuming collection of delays, confused correspondence, translations, and letters unanswered by the Ecuadorean firms concerned. It is also worthwhile for any firm aspiring to large volumes of business to send a Spanish-speaking representative to visit the agent and see something of the market for himself, perhaps as part of a Latin American tour.

Because of the large number of brands competing for a small market, many local firms are overloaded with agencies. This may make things

NOTICE TO JOURNAL READERS AND ADVERTISERS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 3d. (Annual Subscription £3 18s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1963

Extracts may be published if the source is duly acknowledged, except that permission of the authors must be obtained to reproduce signed articles.

Subscriptions and Sales Inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2192). Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not essentially those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accepts no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of Articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

difficult for British firms trying to enter the market for the first time, as it is important to have an agent who can give the necessary time and energy. Nevertheless in such a small market the fact that there is no steady flow of orders does not necessarily mean that the agent is dormant.

Some Ecuadorean firms can cover the whole country effectively but most concerns are limited either to Quito for the Highlands or to Guayaquil for the coast. Many British exporters therefore find it best to have two agents in Ecuador, one in each city. Similarly, inquiries addressed to the Embassy in Quito for names of potential agents can usefully be copied to the British Consulate in Guayaquil.

A very important point in selling vehicles in Ecuador is the provision of spares and servicing facilities. With the many bad roads throughout the country, and the high altitudes at which vehicles must operate in the Highlands (Quito is at over 9,000 feet) customers naturally attach considerable importance to spares and servicing. Both with vehicles and with machinery United States firms have the advantages of nearness and more frequent shipping services and British suppliers simply have to make a bigger effort in servicing if they want to compete.

Opportunities

The United States still supplies the lion's share of Ecuador's imports – about 50 per cent. of the total. West Germany is second, with about 15 per cent. of the market. In 1960 and 1961 Britain was third, supplying about 6 per cent. (£2,730,000 in 1960 and £2,892,000 in 1961, according to Board of Trade figures) followed by Belgium, Canada, Holland, Switzerland, Japan, Sweden, France and Italy.

Britain's main exports to Ecuador at present are motor vehicles, whisky, woollen and linen fabrics, cotton yarn, chemicals, pharmaceuticals, tyres and other rubber manufactures, iron and steel (particularly tubes, pipes and structural steel), tractors, bicycles, and a wide range of machinery including agricultural equipment, textile

NO *COMMON* MARKET!

Britain's failure to enter the common market must not hinder the export activities of British companies' Large and lucrative markets still exist in the Spanish and Portuguese speaking countries of the world.

Sell to these markets through the advertisement pages of INDUSTRIA BRITANICA, the only British export journal with separate editions printed in Spanish and Portuguese circulating in twenty-four countries.

Industria Britanica offers 32 years' experience in these markets in addition to:

★ **Free translation service.**
★ **Free insertions in the Agencies Vacant pages in order to obtain suitable overseas agents.**
★ **Free status reports on overseas companies.**

Apply now for a specimen copy and full details which will be sent without obligation on application, to:-

Industria Británica
Rotamower

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

THE MANAGER. INDUSTRIA BRITANICA
BENN BROTHERS LIMITED · 154 FLEET STREET · LONDON E·C·4

CONTENTS

PAGE
There is Plenty of Room for Increasing Our Trade with Ecuador 1281
Importance of New Trends and Ideas – The President. Lord Derwent to Visit Poznan. Visit of Finnish Minister of Communications. General Annual Report on Companies 1962 . 1285
Distribution Payments for Sugar. Import Duty and Purchase Tax Relief on Articles required for Non-commercial Use. Temporary Exemptions from Duty on Three Chemicals 1286
Import Licence for Fresh Pears. Import Duties and Drawback Orders on Some Foodstuffs 1287
Parliamentary Answers 1288
The Economy – Selected Indicators 1289
Retail Sales in April 1290
Patents Endorsed 'Licences of Right'. Registrations of British and Foreign Films 1292
Hire-Purchase Business in April 1293
Modern Government-Owned Factories for Rental . . 1296
New Government Advance Factory for Sunderland. Estimates Committee Report on Local Employment Act. N.I. Minister of Commerce to Meet U.S. Industrialists. £2m. Perfumery Chemicals Plant for Widnes, Lancs. Business Monitor: Production Series 1297
Government Surplus Sales by Auction 1298
Recent Export Orders 1299
Exhibitions and Fairs at Home and Overseas . . . 1300
European Trade Fairs and Exhibitions 1302

Overseas Trade Section

New Newspaper Headquarters Opened in Salisbury . . 1307

Trade and Financial Arrangements

Anglo-Soviet Trade. Turkey and Bulgaria. Turkey and Hungary. Turkey and Roumania. West Germany and Malta. Morocco and Austria 1307
Morocco and Switzerland. Morocco and Norway. European Free Trade Association. British Trade Commissioners' Office, Montreal 1308
PAGE
Information for United Kingdom Exporters 1309

Tariff, Customs, Import and Other Regulations in Overseas Countries

Australia: Details of Tariff Changes 1312
Australia: Revision of Customs By-laws. Decisions on Tariff Classifications. Prefatory Notes 1315
Australia: Amendment of Tariff Board Inquiry Announcement. **Singapore:** Pioneer Industrial Ordinance. **Federation of Malaya:** Pioneer Industries Ordinance, 1958 1317
Ceylon: Imports of Engineering Stores. Advance Import Allocations 1319
Ceylon: Extension of Validity of Import Licences. **St. Christopher, Nevis and Anguilla:** Customs Tariff Changes. **Mexico:** Imports of Animal and Vegetable Fats. **Venezuela:** Copyright Legislation. **United States:** Proposed New Tariff. . . 1320
Canada: 'Made in Canada' Ruling. **Barbados:** Customs Tariff Changes 1321
Barbados: Exemptions from Import Duty. **Portuguese East Africa (Mozambique):** Liquidation of Indian Assets. **Algeria:** Import Quotas for Great Britain. **Republic of South Africa:** Customs Tariff Applications 1322
Federation of Rhodesia and Nyasaland: Customs Tariff Application. **France:** Global Quotas. Modifications to French Customs Tariff 1324
Federal Republic of Germany: Changes in the Rates of Turnover Equalization Tax 1327

Front Cover Photograph

British full-lead crystal glassware has long had an international reputation and is exported to many countries throughout the world. Some examples on show at the recent Glass Manufacturers' Federation exhibition 'Glass and the Gastronome' at Portland Place, London, W.1.

machinery and electric motors.

In some lines sales will be increasingly affected by local manufacture, e.g., bicycles, textile fabrics and whisky (local firms producing whisky from imported essence). A number of paint factories are already operating and tyre production is beginning in Cuenca. The British vehicle which has made the largest sales in Ecuador will in future be assembled in Guayaquil. Opportunities arising from development in the next few years can be expected in such fields as equipment for road-making and building, tractors and other agricultural equipment and machinery for light industry. Roads, schools and low-cost housing are now receiving priority in development schemes, and there may be a considerable increase in the production of hydro-electricity: a census of electricity production is now being made and is to be followed by the preparation of a comprehensive plan for electricity development.

The possibilities for capital investment by British firms, through licensing of production or direct investment in local businesses, should increase. Under the Ecuadorean Industrial Development Law certain new industries in a special category are to receive benefits as follow:

100 per cent exemption from national, municipal and provincial taxes, including import duties, for the first five years;

100 per cent exemption from import duties and taxes on imports for processing for the next five years.

New Industries which fall in this special group are: nitrogenous chemical fertilizers, glass bottles and containers, structural iron and steel, refined and iodized salt, sulphuric acid, caustic soda, agricultural tools and equipment, hand-tools, kraft and cellulosic paper, ceramic tableware and sanitary ware, and mechanical and electronic precision apparatus. Other new industries are also to receive some concessions.

Import Control

Goods which cannot be imported into Ecuador include:

Furniture (both metal and wooden).
Carpets and rugs.
Most ready-made clothing.
Many foodstuffs.
Beer and soft drinks.

(*Continued on next page*)

ROYAL MAIL LINES
PACIFIC LINE
FAST REGULAR PASSENGER AND CARGO SERVICES
to South America (East and West Coasts), Central America, Spanish Main, West Indies, West Coast of U.S.A. and Canada.

ROYAL MAIL LINES, LIMITED
ROYAL MAIL HOUSE, LEADENHALL ST., LONDON, E.C.3.
Tel: MANsion House 0522
THE PACIFIC STEAM NAVIGATION Co.
PACIFIC BUILDING, JAMES STREET, LIVERPOOL, 2
Tel: CENtral 9251

BALFOUR, WILLIAMSON (EXPORT SERVICES)
LIMITED

We have specialised in the exporting and financing of goods for well over a century.

As a member of the Balfour, Williamson Group, we are closely linked with a chain of Commercial Houses in U.S.A., Canada, Chile, Peru, Bolivia, Ecuador and Colombia, while we also have active correspondents or agents in most of the Latin American, Caribbean and many other markets.

Our Exporting and Financing experience, built up over more than a century, is at your service.
We shall welcome your enquiries.

ROMAN HOUSE, WOOD ST., LONDON, E.C.2
Tel.: METropolitan 6191 Telex: 22862 Telegrams: Inchkeith, London, E.C.2

REMEMBER!

Canadian Pacific
guarantee
freight space
on all flights
to
Canada,
Australia,
and
New Zealand,

By DC-8 Jets and jet-prop Britannias. For more information, call your forwarding agent or ask us for our air cargo leaflet.
Canadian Pacific,
Trafalgar Sq., W.C.2
WHI 5100

FLY IT
Canadian Pacific
TRAINS · TRUCKS · SHIPS · PLANES · HOTELS · TELECOMMUNICATIONS
WORLD'S MOST COMPLETE TRANSPORTATION SYSTEM

Ecuador (*Continued*)

Motor cars (a temporary ban imposed in January 1962 to save foreign exchange).
Many paper products.
Most leather goods.

Goods which may be imported are classified either in List 1 (essentials and semi-essentials) or in List 2 (luxuries). Import permits (which have to be obtained for all goods) are issued when the following payments have been made (all on c.i.f. value):

List 1 goods: prior deposit of 25 per cent and stamp tax of 5 per cent.

List 2 goods: prior deposit of 50 per cent or 100 per cent and stamp tax of 15 per cent.

In addition to the above stamp tax, import duties (for most goods a combination of a percentage *ad valorem* charge and a specific duty according to weight) and the following other taxes must be paid:

10½ per cent of f.o.b. value (consular fees).
2¼ per cent of c.i.f. value.
2 per cent of f.o.b. value.
1 per cent of c.i.f. value.

Trade Statistics

Official Ecuadorean trade statistics for 1960 and 1961 are as follows:

(*Values in thousands of U.S. dollars*)

Imports into Ecuador. (Import permits cleared: values c.i.f.)

Country of origin	1960	1961
United States	53,177	49,186
West Germany	15,912	14,405
Britain	6,014	6,528
Belgium	4,273	4,245
Canada	3,137	3,665
Japan	2,388	3,238
Netherlands	2,486	3,157
France	2,210	2,580
Switzerland	2,453	2,405
Italy	2,178	2,391
Sweden	2,163	2,027
Others	8,530	9,564
	104,921	103,391

Exports from Ecuador. (Export permits granted: values f.o.b.)

Country of origin	1960	1961
United States	65,238	61,812
West Germany	10,872	12,747
Belgium	4,146	4,357
Colombia	2,672	4,186
France	2,529	2,952
Netherlands	2,845	2,924
Chile	2,171	2,683
Italy	3,070	2,489
Japan	1,301	1,443
Venezuela	2,857	647
Others (including Britain)	4,970	4,716
	102,671	100,956

Visits Overseas by U.K. Businessmen

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Importance of New Trends and Ideas

—The President

'IN THE SCIENTIFIC manufactures field British firms are now recognized to be amongst the leaders of the world' said Mr. Frederick Erroll, President of the Board of Trade, when he spoke at the Company of Scientific Instrument Makers' banquet in London on May 28.

He said he had been told that the output of the scientific instrument industry was now running at over £100m. per annum and that about half of this was represented by industrial measuring and control instruments. The products of this sector had almost doubled in value over the last four years; this was a much greater rate of increase than in other sectors of the industry. This example showed the importance of recognizing new trends and the need for manufacturers to be ready to develop new ideas.

'Much research is carried out in the laboratories of individual firms', said the President. 'Other research, both co-operative and sponsored, is carried out at the British Scientific Instruments Research Association which is financed by subscriptions from members and by a Government grant. I hope that those manufacturers who are not members will think seriously about joining the Research Association. But it is not enough to be able to make good scientific instruments. They must be sold as well. Your industry is more than holding its own; in 1962 for example, its exports to the Six were considerably greater than imports from the same countries', he said.

Performing Right Tribunal Appointment

MR. FREDERICK ERROLL, President of the Board of Trade, announces that Mr. W. K. Slimmings, C.B.E., C.A., has been appointed a member of the Performing Right Tribunal, established under Section 23 of the Copyright Act 1956, for a period of two years from June 1, 1963.

Mr. Slimmings, who is a Chartered Accountant and a partner in the firm of Thomson McLintock & Co., has been the Chairman of the Development Areas Treasury Advisory Committee, now the Board of Trade Advisory Committee, since 1957. He has also served on several Government Committees including those on Tax-paid Stocks and on Cheque Endorsement.

Note: The function of the Performing Right Tribunal is to determine disputes arising between licensing bodies and persons requiring licences to perform in public, or to broadcast, copyright works. Disputes may be as to whether or not such a licence should be granted in any particular case or as to the terms and conditions of the licence.

Lord Derwent to Visit Poznan Fair

LORD DERWENT, Minister of State, Board of Trade, is to visit the 'British Day' of the 32nd International Trade Fair at Poznan on June 14 at the invitation of Mr. Witold Trampczynski, Polish Minister of Foreign Trade. Lord Derwent will spend the day at the Fair and, in the evening, attend a reception given by the British exhibitors.

The British Display will be the biggest so far organized at the Poznan Fair. Fifty-seven firms will take part. As in previous years, arrangements for the British display have been co-ordinated by the Board of Trade and the Central Office of Information. The British firms will show manufactured goods ranging from cars and mechanical handling devices to radar and telecommunications equipment.

The International Trade Fair, Poznan, is Poland's major annual trade event and one of the most important fairs in Eastern Europe, attracting exhibitors from many countries. This year's Fair is held from June 9-23. Poland last year imported £32.4 million worth of British products, and was Britain's second largest customer in Eastern Europe.

Visit of Finnish Minister of Communications

AT THE INVITATION of Mr. Frederick Erroll, President of the Board of Trade, Mr. Veikko Savela, Minister of Communications and Public Works in Finland, is on a visit to Britain from June 5 to June 19, as a guest of Her Majesty's Government. He will be accompanied by Mr. S. Pirinen, Deputy Director-General of the Finnish State Railway and Mr. K. Sahlgren of the Economic Department of the Finnish Ministry for Foreign Affairs.

As a country which in recent years has made rapid strides in industrialization, Finland has development plans in many aspects of communications. During his stay in Britain Mr. Savela will therefore be given an opportunity to see recent British progress not only in transport by air, land and sea, but also in such fields as telecommunications.

The programme arranged for the Minister includes visits to the London Underground to see work on the construction of the new Victoria Line; to Crewe, to see the high voltage electrified railway and the Crewe electrical maintenance depot, and to the Eastern Region of British Railways; to the Medway Towns Motorway to see road and bridge construction work; and to the General Post Office to see postal, telegraph and telephone services at work and under development.

Mr. Savela will also visit British firms with particular interests in Finnish plans for the development of Finland's communications and will in addition meet British Ministers and officials.

General Annual Report on Companies for 1962

THE COMPANIES General Annual Report for 1962 shows that the registrations of new companies in Great Britain at 34,852 was the highest in any year since records were started a hundred years ago. The number in 1961 was 33,645. Nearly all the registrations were of private companies.

The total number of companies on the registers now exceeds 444,000 of which some 427,000 are private companies. The total paid up capital of companies with a share capital was £7,857m. at the end of the year of which £2,833m. was private company capital.

During the year 7,718 companies were dissolved or struck off the registers, and winding-up proceedings were begun in 5,212 cases of which 735 were compulsory liquidations.

The Report gives information about some of the responsibilities of the Board of Trade under the Companies Acts. Thus, the Board rejected over 27,200 suggested names for companies, most on the ground of their being too like existing names. Again, the Board received over 7,000 applications for approval of a change of name. There is also information about the appointment of inspectors during the course of 1962. There is a section on Board of Trade prosecutions under the Act which shows 620 prosecutions for failure to file annual returns. Also included in the Report is a list of companies which have satisfied the Board of Trade that they should be treated for the purpose of the Eighth Schedule to the Act as banking or as discount companies. The Companies Registration Offices received 982,500 documents for filing and there were 677,400 public inspections of company files, more than double the number inspected in 1952.

Copies of the report are available from H.M. Stationery Office. Price 2s. 6d. by post 2s. 8½d.

33,000 Items a Year Sent to Middle East by CoI

REPRESENTATIVES from the Council for Middle East Trade, the Middle East Association, and the Federation of British Industries were told during a visit to the Central Office of Information on May 28 that British Information Posts in the Middle East were supplied with a news service by wire and airmail, at a cost of more than £50,000 a year. Among the party who were shown the material transmitted daily from London to the Middle East, were the Earl of Inchcape, Chairman of the Council for Middle East Trade and Sir Ferguson Crawford, Director General of the Middle East Association.

The party were told that an average of 3,000 words of news were sent out every day to Iraq, Iran, Tunisia, Algeria, Sudan, Lebanon, Jordan, Bahrein, Aden, Kuwait, and Morocco. In addition, more than 100 specially-written feature articles reached the Middle East posts each month.

Inclusive of pictures more than 33,000 items a year were sent out by the Service.

Distribution Payments for Sugar

THE SUGAR BOARD began to make distribution payments on sugar from May 30 at the rate of 56s. per cwt. of refined sugar (6d. per lb.). These distribution payments will reduce sugar prices in Britain, reversing the recent increases and preventing the further increases that would otherwise have been inevitable. The Minister of Agriculture, Fisheries and Food, on the advice of the Sugar Board, has made the necessary Orders and Regulations under sections 14-16 of the Sugar Act 1956.

Distribution repayments payable to the Sugar Board have also been introduced as from May 30 on exports of sugar and sugar-containing goods which have received the benefit of distribution payments. Copies of a public notice issued by the Sugar Board setting out the arrangements for claiming distribution payments may be obtained from Collectors and Local Officers of Customs and Excise and from the Sugar Board at 52 Mark Lane, London, E.C.3.

Export Licensing

As part of these arrangements and to remove the risk of abuse the Board of Trade has made an Order effecting certain changes in export licensing control. The Order came into effect on May 30, 1963, to impose control on the export to all destinations (including shipment as ships' stores) of the following goods:

Sugar, invert sugar and preparations containing sugar or inverted sugar **other than**:

(a) goods produced or manufactured in the United Kingdom,

(b) goods exported as a single shipment or consignment in a quantity not exceeding 112 lbs. or 10 gallons,

(c) goods exported by post,

(d) goods transhipped or exported from bonded warehouse,

(e) goods which were entered with the proper officer of Customs and Excise for home use or delivered from bonded warehouse for home use before May 30, 1963.

The purpose of the Export of Goods (Control) (Amendment) Order 1963 is to prevent imported sugar and sugar-containing goods, on which a distribution payment has been made, being exported in circumstances which do not permit the recovery of the distribution payment. Inquiries about this Order should be made to the Export Licensing Branch, Board of Trade, Gavrelle House, Bunhill Row, London, E.C.1. (Tel. Monarch 4071).

Import Licensing

The Board of Trade have also decided to suspend the control of imports of refined sugar while current market conditions obtain. This import quota was not being fully taken up. Holders of licences for the import of refined sugar are being informed of the suspension of this control.

The Open General Licence is being amended to permit imports of refined sugar (including sugar of a polarization exceeding 98 degrees) from all sources other than the Eastern Area (which comprises the Sino-Soviet bloc) under Open General Licence, i.e. no individual licences will be required. Supplies from the Eastern Area will be freely licensed on evidence of contracts placed.

Note:

The Orders and Regulations are:-

The Sugar (Distribution Payments) Order 1963 S.I. 1963 No. 1008.

The Sugar (Distribution Repayments) Order 1963 S.I. 1963 No. 1009.

The Composite Sugar Products (Distribution Payments and Average Rates) Order S.I. 1963 No. 1010.

The Sugar (Distribution Payments and Repayments) Regulations 1963 S.I. 1963 No. 1011.

The Export of Goods (Control) (Amendment) Order 1963 S.I. 1963 No. 1007.

The Sugar Board's financial position and prospects are now such that distribution payments can be introduced. This is because recent world price levels at which the Board sell exceed the prices fixed for sugar imported under the Commonwealth Sugar Agreement and the South African Sugar Agreement which the Board administer. The British Sugar Corporation also benefits from the higher price of sugar and this in turn is reflected in the Sugar Board's revenue account. The functions of the Board are described in their Annual Reports.

A distribution payment operates in the reverse way to the surcharge which is a levy made under the Sugar Act 1956 to cover any losses incurred by the Sugar Board arising from the purchase of sugar at fixed prices from producers here, in the Commonwealth and in South Africa and selling it at world prices.

The ex-refinery price of refined sugar will fully reflect the distribution payment because of the undertaking given by refiners to the Chancellor of the Exchequer under section 27 of the Sugar Act.

Import Duty and Purchase Tax Relief on Articles Required for Non-commercial Use

SECTION 6 of, and paragraph 3 of the Fourth Schedule to, the Import Duties Act, 1958, provide that the Treasury may, on the recommendation of the Board of Trade, direct that payment shall not be required of any import duty chargeable under the Act on particular importations of articles (i) intended to be used in scientific research or for a purpose connected with the advancement of any branch of learning or art, or with the promotion of sport, and (ii) not intended to be sold or to be used for any purpose which is substantially a commercial purpose. Section 21 of the Purchase Tax Act 1963 provides for similar relief from purchase tax on imported articles.

Hitherto the Board of Trade have not been prepared to consider under these provisions applications in respect of articles supplied from duty-paid stock in the United Kingdom. It is now announced that, in future, the Board of Trade will consider applications in respect of imported articles supplied from duty-paid stock, provided that the user's order on the supplier was placed on or after June 10, 1963. Similarly, the Commissioners of Customs and Excise will be prepared to consider applications for relief from purchase tax payable at importation. All other conditions relating to the relief from import duty and/or purchase tax on articles required for one of the purposes specified above remain unaltered.

Importers applying to Customs for refunds of duty and/or purchase tax under Treasury directions for goods supplied from stock will have to furnish particulars of the importations, and the Commissioners of Customs and Excise will have to be satisfied that the goods described on the Customs entry are covered by the direction before they will allow the direction to have effect. If the Commissioners cannot be immediately satisfied, they will be prepared to consider repaying duty and/or purchase tax after such investigations as may be necessary to establish the fact. In such cases they will withhold a portion of the duty and/or purchase tax to cover the cost of the investigations.

In order to avoid, as far as possible, the need for such investigations, importers are strongly advised to arrange that goods imported for stock which may become the subject of a Treasury direction are described as fully as possible either on the Customs entries or on the invoices or other supporting documents.

Applications for Treasury directions should henceforth be made on the revised application form D.F.A.3 which can be obtained from the Board of Trade, Tariff and Import Policy Division, Duty Remission Branch, Horse Guards Avenue, London, S.W.1.

Temporary Exemptions from Duty on Three Chemicals

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 6) Order, 1963, which lists three chemicals which are at present liable to import duty but which became temporarily exempt from import duty on June 5 and will remain exempt until the dates specified in the Order.

The Order has been published as Statutory Instruments 1963, No. 1014.

Copies of the Order may be obtained direct from H.M. Stationery Office.

Import Licences for Fresh Pears

THE BOARD OF TRADE in a Notice to Importers No. 1037, dated June 5, announce that for the next licensing period they propose to review the usage of import licences for fresh pears and to make some small adjustments in the basis of the allocation. At the same time, the Board will aim to provide for the participation in the trade of a limited number of newcomers. To allow for this, certain information is being sought in advance of the announcement about the size of the quota as to which a further Notice to Importers will be issued shortly.

The following return should be made by all licence holders:

> 'The quantity of pears imported (a) under my/our global licences, (b) from Australia, and cleared through Customs by me/us on my/our own behalf or by a clearing agent on my/our behalf in the three-year period January 1, 1960, to December 31, 1962, was
>
> (a) (under global licences)..................cwts.
> (b) (from Australia)........................boxes
> Signed..................................
> Status....................................
> (Proprietor, partner, company director, company secretary)
> Date........................'

Notes:

(i) The quantity in the quota return (a) should be in cwts., and that in the Australian return (b) in boxes.

(ii) The quantity shown under (a) should include any imports made during the first half of 1960 from Argentina or Yugoslavia, under the separate arrangements then existing for these countries.

The returns must be certified by an independent practising accountant in the following form (the certificate should be on the return itself, or, if it is on a separate sheet of paper, the return should be initialled by the accountant).

> 'I/We have examined the method adopted in arriving at the figures stated in the above returns, and am/are of the opinion that it is a reasonable one. I/We have conferred with the officials and employees concerned in the compilation of the figures and have made such tests as I/we have considered necessary. Having received such information and explanations as I/we have required, I/we report that in my/our opinion the figures are those required.
>
> Signature ....
> Date .... Professional qualification ....
> Address ....'

These returns must also be accompanied by a statement on the licence-holder's headed notepaper in the following terms:

> 'I/We certify that I/we have been a regular importer of fresh pears over the past three years, having negotiated contracts with overseas suppliers and having paid overseas suppliers direct.
>
> Signed ....
> Status ....
> (Proprietor, partner, company director, company secretary)
> Date ....'

The Board wish it to be clearly understood that, subject to the quota remaining at its present level, no licence-holder who has used his licences as to at least 80 per cent in the period covered by the returns will receive a licence for less than 95 per cent of his current licence entitlement.

Applications from non-licence-holders will be considered only from those traders who have imported pears from Australia during the past three years. Returns must be provided as at (b) above, duly certified, and they must be accompanied by a statement in the form requested above.

Returns should be sent to reach the Board of Trade, Tariff and Import Policy Division, Horse Guards Avenue, London, S.W.1, as early as possible and in no case later than **Monday, June 24.** Traders who wish to safeguard themselves against risk of loss in transmission should send them by registered post or by recorded delivery service. Importers should also submit licence applications (form TIP/A) with their returns. Page 1 should be completed and page 2 left blank; on page 3 and copies the applicant's name and address and the description of goods (fresh pears) should be entered.

Applicants are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition the import licence will be void from the date of issue, and any goods imported under it will be liable to forfeiture under the Customs Act.

Import Duties and Drawback Orders on Some Foodstuffs

THE TREASURY have made the Import Duties (General) (No. 4) Order 1963 (S.I. 1963/1013) and the Import Duty Drawbacks (No. 3) Order 1963 (S.I. 1963/1015).

The General Order imposes duties under the Import Duties Act, 1958, on chicory, cocoa, coffee, glucose, saccharin, sugar, invert sugar and tea and on certain goods containing these commodities, to replace the existing revenue duties. Section 3 of the 1962 Finance Act provides that the revenue duties on this group of products (generally described as the breakfast table duties) shall be repealed as from the date on which the Import Duties Order comes into force.

This Order also widens the scope of an exemption from import duty by providing for the omission of the words 'in water' from the definition 'Apricots, peaches or cherries, including the pulp thereof, in water, canned'.

As a consequence of the General Order, the Drawbacks Order provides for allowance of drawback of import duty, under Section 9 of the Import Duties Act, 1958, on tea, when re-exported after blending and on certain coffee, cocoa, sugar and liquid glucose when used in the manufacture of a range of specified goods for export.

This Drawbacks Order also reduces the rate of drawback, and renews indefinitely the existing drawback scheme for imported woven silk fabric used to manufacture certain exported inked ribbons; amends the schemes for imported wood pulp board used in the manufacture of exported printed drip mats, and alters the rates of drawback for certain imported copolymers of vinyl chloride and vinylidene chloride used in the manufacture of exported specified types of layflat tubing, bags and film and imported cadmium metal used in the manufacture of exported pigments.

The Orders came into operation on June 5.

Copies are available direct from H.M. Stationery Office.

Notes

Import Duties

1. Many of the duties are being transferred from the revenue to the protective field exactly as they stand, e.g. tea, cocoa beans and raw coffee on which the full rates of duty are 2d. per lb., 2s. 4d. per cwt. and 9s. 4d. per cwt. respectively.

2. Some of the duties on composite products, e.g. those on various kinds of milk containing sugar, are over-elaborate. The opportunity afforded by the transfer has been taken to simplify them where possible.

3. An example of this kind of simplification is the duty on chocolate milk couverture. The full rate of duty on it is 6s. 10·8d. per cwt. sugar duty on the sugar content, plus 2s. 4d. per cwt. on the cocoa butter content, plus 3s. 8d. per cwt. on the fat-free nib content plus 6s. 0d. per cwt. on the milk content. This has been converted into a flat rate of 4s. per cwt.

4. In other cases the repeal of the existing revenue duties makes it possible to eliminate a number of unnecessary tariff sub-headings.

5. The duties at present charged on certain sweetened preserved and tinned fruits are mixed, i.e. and *ad valorem* sugar duty plus a specific protective duty or vice versa. In these cases the sugar duty has been converted into the same terms as the protective duty, e.g. [illegible] per cent sugar duty plus 15s. per cwt. becomes 16s. per cwt; and 3s. 10d. per cwt. sugar duty plus 20 per cent becomes 22 per cent.

EFTA

6. Under Article 6 of the EFTA Convention, Member States are required (in respect of all goods except the agricultural and fish products included in Annexes D and E of the Convention) to eliminate the effective protective element in revenue duties, either in instalments under the time-table for the removal of protective duties in Article 3, as accelerated, or by January 1, 1965. Britain chose the second alternative. In view of the acceleration of the Article 3 time-table, EFTA countries agreed that those Member States which had opted for elimination of protective elements by January 1, 1965, should take all possible steps to do so by an earlier date.

7. Some but by no means all of the 'Breakfast Table Products' fall outside Annex D of the Convention. The EFTA rates of duty on these products have been reduced to nil with the exception of those on certain composite goods consisting partly of 'revenue duty' ingredients (e.g. sugar) and partly of 'non-revenue duty' ingredients. In such cases

(Continued at foot of next page)

Questions Asked and Answered in Parliament

Below is a selection of Parliamentary Answers of interest to trade and industry.

Monday May 27

Debate on Durham, Development Districts

The adjournment debate on Development Districts (Durham Rural District) to which Mr. David Price, Parliamentary Secretary, Board of Trade, replied, is reported in *Hansard*, cols. 1080-1090.

Wednesday May 29

Export of Steel Scrap

The President of the Board of Trade was asked whether he would issue a precise definition of the stainless steel cuttings, stampings and bar ends which were acceptable for export without licence, in view of the difficulty experienced by exporters who had had consignments confiscated on the grounds that they were scrap.

The President replied that stainless steel cuttings, stampings and bar ends were not subject to export control unless they were scrap. A consignment was scrap if its condition and character were such that it would normally be used in this country for re-melting as scrap. This was a matter of ordinary trade practice and he was not aware that exporters generally had experienced any difficulty.

Thursday May 30

Port Glasgow Extension

The President was asked when construction of the new advance factory on the Port Glasgow Industrial Estate would begin, and when negotiations for the purchase of an additional 140,000 square feet of land for the extension of the Port Glasgow Industrial Estate announced in July 1961 were completed. In reply he said that the Board of Trade completed negotiations for the purchase of 18 acres of land to extend the Port Glasgow Industrial Estate and took entry in February, 1963. Civil engineering work to level the site and to provide roads would start shortly. When this work was sufficiently forward the construction of the advance factory would begin. He hoped this would be in October.

Chester-le-Street Advance Factory

Asked to state the progress made on the building of an advance factory at Chester-le-Street, the type of tenant expected to occupy the factory, and the date set for production to start, the President said that some difficulty was being experienced in acquiring a site for this factory and this was delaying the start of construction. No prospective tenant had yet been found but the factory would be suitable for a wide range of industry.

Employment at Donibristle

A questioner asked how many firms had so far decided to come to the Donibristle Industrial Estate; what was the number of jobs expected to be provided; and what were the prospects of additional firms coming to the estate. In reply the President said that three firms had decided to go to the Estate. Well over 400 jobs, mainly for men, should be provided as a result of these projects. A number of other firms had been shown the Estate and several had expressed considerable interest.

Grants and Employment under LEA

Answers to a number of questions on grants for industry under the LEA and employment in some development areas are to be found in *Hansard* dated May 30 (columns 170 and 171).

Friday May 31

Advance Factory in Durham

The President was asked when he expected the advance factory in Crook, County Durham, to be completed; and what information he had of possible tenants. In reply he said the factory should be completed in August. Six manufacturers had been shown the factory during construction but so far no firm application for tenancy had been received.

Sale of Foreign Watches in the United Kingdom

In reply to a question concerning the total value, excluding purchase tax, of watches of foreign and British manufacture, respectively, sold in the United Kingdom last year, the President said that for home trade the total amounted to £3,755,000 exclusive of purchase tax, and imports of complete watches and movements were valued at £4,430,469, exclusive of import duty and purchase tax.

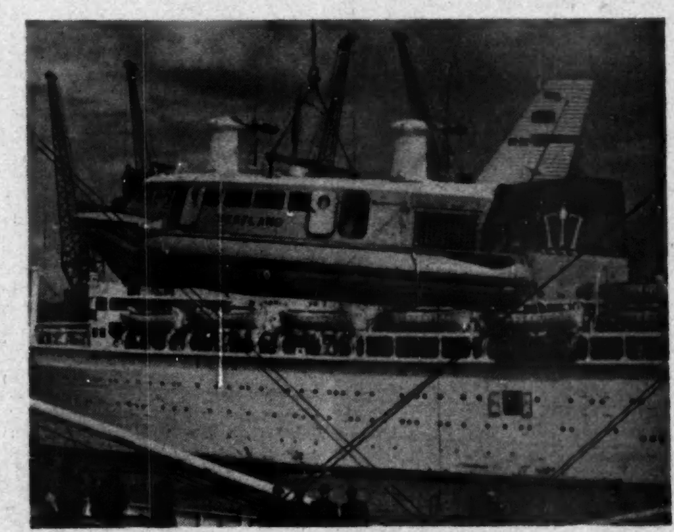
Orders on Some Foodstuffs (*Continued*)

the goods are already liable to protective duties imposed under the Import Duties Act, 1958, and the appropriate EFTA rate of duty is retained.

Apricots, peaches, etc. (*Extension of Exemption*)

8. The Order also provides for an amendment to the Schedule of the Import Duties (General) (No. 1) Order 1963 by removing the words 'in water' from the definition 'Apricots, peaches or cherries, including pulp thereof in water canned'. The effect of this amendment is that canned pulp of the fruits now comes in free of duty whether it is canned in water or not.

Hovercraft to be Demonstrated in Canada



A Westland SRN 2 Hovercraft is swung aboard the Canadian Pacific cargo liner 'Beaverfir' at Southampton for Montreal where it will be demonstrated to Government and industrial representatives.

Export Opportunities for U.K. Traders

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.

The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 Prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,029	—	16,029	15,271	15,271	9,095	3,493	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	110	108	98	118	110	124	129	114	+590	+520	+48	+35
1961	111	114	121	115	110	100	128	130	132	136	122	+292	+230	+36	+ 5
1962	111	115	126	120	112	101	126	115	124	139	127	+ 99	+ 42	— 4	+39
1961															
3rd Quarter	112	115	122	116	110	100	133	135	139	139	126	+ 29	+ 53	— 8	—24
4th Quarter	111	113	123	116	110	100	127	130	128	139	118	+ 54	+ 64	— 1	—11
1962															
1st Quarter	109	113	124	117	110	100	125	122	118	135	127	— 19	— 32	—16	+32
2nd Quarter	112	116	125	121	112	100	128	120	129	141	127	+ 39	+ 32	—10	—12
3rd Quarter	111	117	126	121	112	101	127	111	131	146	126	+ 66	+ 34	+20	Nil
4th Quarter	110	114	128	122	113	101	122	106	116	134	129	+ 13	+ 8	+ 2	+19
1963															
1st Quarter		110*				101									
1962															
October	..	115	..	..	..	100	..	..	..	..	..	..	..	..	..
November	..	115	..	..	..	102	..	..	..	..	..	..	..	..	..
December	..	112	..	..	..	101	..	..	..	..	..	..	..	..	..
1963															
January	..	106	..	..	..	102	..	..	..	..	..	..	..	..	..
February	..	110	..	..	..	100	..	..	..	..	..	..	..	..	..
March	..	115*	..	..	..	102	..	..	..	..	..	..	..	..	..
April						101									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	103·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	103·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	115	100*	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	115	100*	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter	118*	100*	121·4	+3·1	103·5*	121·2*	139·4	627	+136	—58	113	— 7	+33	120	123	
1962																
October	118	98*	119·1	+2·9	102·1	121·1	137·6	456	+ 49	+26	131	—16	—11	124	127	..
November	116	101*	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	115	100*	120·2	+2·6	102·9	121·0	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6	121·1	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February	118*	100*	121·7	+3·5	103·3*	121·2*	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	118*	100*	121·8	+3·1	103·7*	121·2*	139·6	628	— 19	—19	122	+12	+10	123	132	..
April			122·2	+2·1	103·9*	121·3*	140·5	553	— 75	—20	138	+16	+14	124	121	..
May								506*	— 47*	—23	146*	+ 8*	+ 9			..

† NOT seasonally adjusted. * Provisional.

Retail Sales in April

ESTIMATES for April indicate that the value of retail sales continued at about the same underlying level as at the end of last year. The seasonally adjusted index of the value of sales (based on 1961=100) at 105 was a point lower than in March and the same as in January and February. Because, however, of irregular fluctuations in the month to month figures, the added uncertainties, in allowing for seasonal factors, of the varying dates of Easter, and the effects of the weather on trade (which may have increased sales in March at the expense of January and February), little significance should be attached to the slight fall in April. The fall in the index in April was entirely accounted for by a fairly sharp drop in sales by clothing and footwear shops; other broad kinds of business showed little change. The seasonally adjusted index of the volume of sales was a point lower in April, and at 101 was the same as in the three previous quarters.

The value of sales before seasonal adjustment was 3 per cent higher in April than a year earlier, compared with an increase of 4 per cent in March. Easter was in April both this year and in 1962 and although it was a little earlier in the month this year comparisons of sales with a year earlier in March and April this year are likely to be affected only to a small extent by the differing dates of Easter.

Retail Sales Seasonally Adjusted

Index numbers of value of sales per week

(i) At current prices. 1961 = 100

	All kinds of business	Food Shops	Non-food Shops			
			Total	Clothing and Footwear Shops	Durable Goods Shops	Other Non-food Shops (a)
1962 1st Quarter	102	103	102	100	99	102
2nd Quarter	102	103	102	99	102	102
3rd Quarter	105	105	105	105	105	104
4th Quarter	104	105	103	104	103	105
1963 1st Quarter	106	108	104	102	99	106
1962 January	102	102	101	101	99	103
February	103	103	102	101	100	103
March	102	104	101	99	99	102
April	102	104	100	99	98	101
May	103	104	102	99	104	103
June	102	103	102	99	104	102
July	103	104	102	99	104	103
August	105	105	106	107	108	105
September	106	105	106	109	104	105
October	103	104	102	102	103	104
November	105	105	104	106	103	105
December	104	105	104	103	103	105
1963 January	105	108	103	101	98	106
February	105	108	102	101	97	104
March	106	107	106	104	101	106
April	105	107	104	99	102	107

(ii) At average 1961 prices.

	All kinds of business	Food Shops	Non-food Shops
1962 1st Quarter	100	101	100
2nd Quarter	100	100	99
3rd Quarter	101	102	101
4th Quarter	101	103	100
1963 1st Quarter	101	102	100
1962 January	100	100	99
February	101	101	100
March	100	102	99
April	99	101	98
May	100	101	99
June	100	100	99
July	100	101	98
August	102	103	102
September	102	103	102
October	100	102	98
November	102	103	101
December	101	103	100
1963 January	102	103	100
February	100	102	99
March	102	101	102
April	101	102	100

(a) Including general department stores.

Clothing and Footwear Shops

After rising by 3 points in March from the low level of January and February the seasonally adjusted index of sales by clothing and footwear shops fell sharply in April by 5 points from 104 to 99. Erratic month to month movements in sales by clothing and footwear shops, which are affected by the vagaries of the weather, are common, but it would seem that the underlying trend of sales has been downward since the sharp increase in the summer of last year. Sales by women's wear shops were at the same level in April as they were a year earlier, after being higher in each of the previous months of this year, and sales by footwear shops and men's wear shops showed small decreases compared with increases in March. Prices of clothing and footwear in April were 3½ per cent higher than a year earlier.

Analysis by Form of Organization

April – Index Numbers of Values of Sales per week and Percentage Changes Compared with a Year Earlier (*a*)

1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	103	+3	103	+2	107	+6	98	Nil
FOOD SHOPS	107	+3	106	+2	116	+7	99	+1
Grocers	107	+3 (*g*)	105	+3	119	+7	98	Nil (*g*)
Butchers	101	+1	..		..		..	
Greengrocers, fruiterers	111	−2	112	−2	111	−4	103	−5
Fishmongers, poulterers	108	+3	..		..		..	
Bread and flour confectioners	113	+6 (*h*)	113	+3	113	+11	..	
Off-licences	96	+6	89	+3	102	+8	..	
Dairymen	113	+8	..		..		105	+5
Other food shops	93	−8	..		..		..	
NON-FOOD SHOPS	100	+3	..		..		..	
Clothing and footwear shops	97	Nil	96	Nil	99	Nil	92	−3
Footwear shops	99	−2	106	+1	95	−3	96	−3
Men's wear shops	98	−1	92	−1	105	−1	92	−4
Women's wear shops	96	Nil	96	Nil	98	+1	91	−2
of which:								
Women's, girls and infants' wear specialist shops	..		106	+2	..		—	
Drapers' and general outfitting shops	—		92	−1	..		—	
Large (*c*)	—		97	+1	—		—	
Medium (*c*)	—		89	−3	—		—	
Small (c)	—		91	−1	—		—	
Durable goods shops	97	+4	96	+1	101	+10	90	+1 (*f*)
Furniture shops	97	Nil	96	−2	100	+6	—	
Large (*c*)	—		92	−2	—		—	
Medium and small (*c*)	—		98	−2	—		—	
Other durable goods shops	99	+8	97	+4 (*e*)	101	+12*	—	
Radio and electrical goods shops Radio and cycle shops, cycle shops, perambulator shops	98	+7	97	+4	101	+13	—	
Electricity showrooms	97	+12	—		97	+12	—	
Gas showrooms	N.A.		—		N.A.		—	
Miscellaneous non-food shops (*b*)	103	+6	..		..		..	
Confectioners, tobacconists, newsagents	108	+7	107	+6	116	+12	—	
Booksellers, stationers	..		106	+8	..		—	
Chemists, photographic goods dealers (*d*)	94	+2	96	+1	90	+3	95	+3
Jewellers	80	+3	81	+2	75	+7	—	
Leather goods, sports goods, toys and fancy goods shops	86	−1	..		..		—	
Ironmongers and hardware shops	107	+4	107	+4	109	+4	—(*f*)	
General Department Stores	97	+3	—		—		—	

*Provisional.

Durable Goods Shops

Following the fairly sharp rise in March in the seasonally adjusted index of the value of sales by durable goods shops, due in part, probably, to better weather after the cold spell, there was an increase of only one point in April. The index in April, at 102, was only a point lower than it was in the final quarter of last year and, in view of the lower prices resulting from purchase tax reductions on some items in January, the volume of sales was probably at least at the same level as at the end of last year. Sales by furniture shops in April showed no change compared with a year earlier, the

Retail Sales (*Continued*)

Index Numbers of Values of Sales per week, and Percentage Changes Compared with a Year Earlier (*a*)

(i) Analysis by broad groups: value and volume.

1961 = 100

	All kinds of business (9,095m.)				Food shops (£4,171m.)				Non-food shops											
									Total (£4,923m.)				Clothing and footwear shops (£1,395m.)		Durable goods shops (f) (£956m.)		General department stores (£451m.)		Miscellaneous non-food shops (b) (£2,121m.)	
(Sales in 1961 £ million)	Value		Volume*		Value		Volume*		Value		Volume*									
1962 Year	103	+3	101	+1	104	+4	102	+2	103	+3	100	Nil	102	+2	102	+2	103	+3	103	+3
1963 Year to date¶	99	+3	95	+1	105	+4	100	+1	93	+2	90	+1	86	+2	95	Nil	91	+3	97	+4
1962 2nd Quarter	100	+4	97	Nil	103	+5	100	+2	98	+3	95	—1	101	+3	95	+1	94	+4	98	+4
3rd Quarter	101	+4	98	+1	102	+4	100	+2	100	+4	97	+1	99	+5	101	+2	99	+4	101	+4
4th Quarter	118	+3	114	+1	111	+3	108	+1	124	+4	119	+1	127	+3	119	+6	132	+3	123	+3
1963 1st Quarter	97	+3	93	+1	105	+5	100	+1	91	+2	88	+1	83	+2	95	—1	89	+3	95	+3
1963 January	99	+4	95	+2	105	+6	101	+3	94	+2	91	Nil	88	+1	101	—1	107	+2	91	+4
February	94	+2	90	—1	105	+5	99	Nil	84	Nil	82	—2	74	Nil	89	—3	72	Nil	92	+1
March	99	+4	95	+1	105	+4	99	Nil	94	+4	91	+3	86	+5	94	+2	88	+6	100	+5
April	103	+3	99	+2	107	+3	102	+1	100	+4	96	+2	97	Nil	97	+4	97	+3	103	+6

(ii) Analysis by kind of business: value only.

	Food shops																Clothing and footwear shops					
(Sales in 1961: £ million)	Grocers (g) (£2,406m.)		Butchers (£641m.)		Greengrocers fruiterers (£324m.)		Fishmongers, poulterers (£81m.)		Bread and flour confectioners(h) (£196m.)		Off-licences (£140m.)		Dairymen (£369m.)		Other food shops (£14m.)		Footwear shops (£230m.)		Men's wear shops (£282m.)		Women's wear shops (£883m.)	
1962 Year	104	+4	102	+2	101	+1	102	+2	107	+7	107	+7	106	+6	103	+3	101	+1	102	+2	102	+2
1963 Year to date¶	107	+5	103	+2	99	—2	103	+2	105	+6	94	+8	111	+8	98	—3	79	—3	92	+2	86	+3
1962 2nd Quarter	103	+5	97	+1	116	+6	104	+5	106	+9	88	+8	105	+4	101	+4	105	+3	102	+2	100	+2
3rd Quarter	103	+4	98	+3	103	+2	103	+3	111	+7	92	+8	105	+6	100	+5	102	+3	99	+5	98	+5
4th Quarter	111	+3	109	+1	89	—8	104	+3	115	+7	162	+4	111	+8	108	Nil	122	+3	121	+3	130	+3
1963 1st Quarter	107	+5	104	+2	95	—2	101	+2	103	+6	93	+9	110	+8	99	—2	73	—3	91	+3	83	+3
1963 January	107	+7	108	+4	87	—5	98	—1	100	+9	99	+14	109	+9	97	—3	78	—6	102	Nil	87	+3
February	107	+5	104	+2	94	—2	100	+1	100	+5	92	+8	112	+9	97	—5	58	—13	82	+4	75	+2
March	106	+4	101	Nil	102	Nil	105	+5	106	+4	89	+5	109	+7	103	+1	80	+6	88	+5	86	+5
April	107	+3	101	+1	111	—2	108	+3	113	+6	96	+6	113	+8	93	—8	99	—2	98	—1	96	Nil

	Durable goods shops (f)										Miscellaneous non-food shops											
			Other durable goods shops																			
(Sales in 1961 £ million)	Furniture shops (£403m.)		Total (£472m.)		Radio and electrical goods shops, Radio and cycle shops, perambulator shops (£368m.)		Electricity showrooms (£55m.)		Gas showrooms (£49m.)		Confectioners, tobacconists, newsagents (£795m.)		Booksellers stationers† (£60m.)		Chemists, photographic goods dealers (d) (£261m.)		Jewellers (£89m.)		Leather goods, sports goods, toys and fancy goods shops (£76m.)		Ironmongers and hardware shops (£236m.)	
1962 Year	102	+2	103	+3	101	+1	108	+8	114	+14	104	+4	105	+5	103	+3	100	Nil	101	+1	102	+2
1963 Year to date¶	91	—4	100	+5	99	+4	97	+10	N.A.		103	+4	105	+6	91	+2	76	—3	72	—3	103	+5
1962 2nd Quarter	97	+2	94	Nil	91	—2	103	+4	104	+6	99	+4	97	+5	97	+4	80	—1	87	+2	100	+1
3rd Quarter	102	+2	99	+2	95	—1	114	+9	117	+16	103	+4	100	+5	103	+2	101	Nil	105	+2	101	+3
4th Quarter	114	+2	123	+9	122	+5	126	+20	127	+24	113	+2	123	+5	124	+3	141	Nil	140	Nil	111	+3
1963 1st Quarter	89	—6	101	+4	99	+3	98	+10	116	+6	102	+3	105	+6	91	+2	74	—4	67	—4	102	+5
1963 January	97	—7	107	+4	110	+2	91	+10	105	+11	100	+2	98	+2	90	+1	62	—11	64	—8	109	+13
February	82	—9	97	+2	96	+1	100	+10	107	+1	101	+1	104	+7	88	+3	75	—4	66	—5	97	+3
March	88	—2	99	+5	94	+4	101	+10	133	+7	105	+5	111	+8	94	+2	83	Nil	72	+1	100	+2
April	97	Nil	99	+8	98	+7	97	+12	N.A.		108	+7	106	+8	94	+2	80	+3	86	—1	107	+4

†Independent retailers only. *At average 1961 prices. ¶January to April.

first time this year that sales, on this comparison, have not been lower. Sales by other durable goods shops were 8 per cent above a year earlier against a rise of 5 per cent in March, but sales in April last year were at a particularly low level.

Food Shops

The seasonally adjusted index of the value of sales in April, at 107 was the same as in March and a point lower than in January and February. The volume of sales was a little higher in April and in rounded terms was 102 against 101 in March.

Notes

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of

(*Continued on next page*)

Retail Sales (*Continued*)

goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961 = 100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to Tables

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by April 1963 sales was the four weeks from March 31, 1963 to April 27, 1963, the corresponding period in 1962 was from April 1, 1962 to April 28, 1962. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, whichare as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
April 11, 1963		
817,023	Etablissements L. Morane	Machines for shaping sheet metal.
April 18, 1963		
801,512	Electro-Hydraulics, Ltd.	Fluid pressure operated systems.
879,716	Electro-Hydraulics Ltd. (Patent of addition to 801,512).	Fluid pressure operated systems.
903,336	Dunlop Rubber Co. Ltd.	Adjustable mattress.
April 23, 1963		
806,655	Bergwerkesgesellshaft Hibernia A.G.	Production of colourless polyolefines.
823,019	Licencia Talalmanyokat Ertekesito Vallalat	Indoor ball games.
April 25, 1963		
892,499	Duro-Test Corporation	Electric lamps.
900,299	Johmann, F. T.	Projection-retraction mechanism for writing instruments.
April 29, 1963		
737,721	Union Special Machine Co.	Rotary hook assemblies for lockstitch sewing machines.
May 1, 1963		
709,249	Regie Nationale des Usines Renault	Remote control systems for mechanical transmission gears.
826,173	Pitner, A. and anr.	Needle bearings.
826,874	Meyer, H.	Micrometers.
854,559	Pitner, A. and anr.	Bearing having radial adjustment means.
855,611	Disa Elektronik, Afdeling af Dansk/Industri Syndikat, Compagnie Madsen A/S.	Frequency measuring circuit arrangement.
882,176	Regie Nationale des Usines Renault	Railway vehicle suspensions.
888,143	Regie Nationale des Usines Renault	Fittings and valves having parts made of plastic material.
896,795	Regie Nationale des Usines Renault	Bulb holders for automobile lamps.
May 2		
788,042	Square D. Co.	Control system for controlling a plurality of direct current motors.
804,361	Square D. Co.	Control of dynamo-electric machines.
804,362	Square D. Co.	Control of dynamo-electric machines.
829,562	Ateliers G.S.P. Guillemin-Sergot-Pegard.	Device for damping vibrations.
862,791	United States Steel Corporation	Ceramic coated tuyeres and method of making the same.
May 3		
771,146	SAIA, A.G.	Electrical programme switches.
801,204	Hysing, E. G., and anr.	Electrode constructions for galvanic batteries.
May 6		
907,399	Societe des Forges et Ateliers du Creusot.	Travelling cranes.
May 7		
753,906	Deane, S. W.	Plastic brassieres.
826,418	The Sperry Gyroscope Co. Ltd.	Gyroscopically stabilized platforms.
826,419	The Sperry Gyroscope Co. Ltd.	Gyroscopically stabilized platforms.
May 8		
751,962	Suhner, W.	Flexible shafts having a centre core.
May 9		
825,145	Regentrop, P., and anr., T/A Regentrop & Bernard.	Ribbon spool for typewriting and the like machines.
May 10		
909,034	Cooper's Mechanical Joints Ltd., and ors.	Sound or noise producing devices, particularly applicable to filter assemblies.
May 14		
826,241	van Koppen, J. T.	Machine for cutting off the flower heads of bulbs grown in beds.
840,837	Grant, M.	Tailors' measuring devices.
860,432	Electro-Hydraulics Ltd.	Retractable undercarriages for aircraft.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, May 31, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Look at Life Series 17: *Rising to High Office*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28488	9	May 27
Murder at the Gallop.	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer British Studios Ltd.	Br/E 28489	81	May 28
Mining Review No. 10 – 16th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 28596	10	May 29
Pathe News 63-43	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28026	9	May 31
Movietone News 1773	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27974	8	May 31
Take Me Over	Columbia Pictures Corporation Ltd.	McLeod Productions Ltd.	Br/E 28599	59	May 31
		FOREIGN			
Seven Daring Girls	E. J. Fancey Productions Ltd.	Inter-Allianz Filmhandelsgesellschaft MBH	F 28490	62	May 29
Drops of Blood	" "	Wanguard Film – Faro Film – Explorer Film.	F 28491	95	May 29
La Steppa	Gala Film Distributors Ltd.	Zebra Films	F 28597	100	May 31
The Judge and the Sinner	" "	Beaver Film Productions Ltd.	F 28598	94	May 31

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Hire Purchase Business in April

NEW HIRE purchase and other instalment credit advanced by hire purchase finance companies rose further in April, after allowing for seasonal influences. As in March, business in new cars was particularly buoyant. Sales by household goods shops on hire purchase and other instalment credit terms, after some recovery in March from the depressed January and February figures, remained much the same in April. Total debt rose by £7m. during the month to £881m.

Household Goods Shops

In total, sales on hire purchase and other instalment credit terms by household goods shops were little changed from March, after allowing for seasonal influences; some buoyancy in the furniture and furnishings group – 'add to' agreements for furniture were allowed from mid-March – was offset by dullness in the hardware, radio, electrical, etc. category.

Debt

Table 1—Estimates of Hire-Purchase and Other Credit Instalments Outstanding

END OF PERIOD

£ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1961	321	315	312	308	306	306	306	305	303	303	303	309
	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308								
Owed directly to finance houses	1961	607	607	622	631	643	651	662	660	650	639	628	618
	1962	606	598	592	590	593	593	597	593	590	583	575	569
	1963	562	559	563*	573								
Total of above	1961	928	922	934	939	949	957	968	965	953	942	931	927
	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874*	881								

* Revised figures.

Table 2—Hire-Purchase and Other Instalment Credit Extended and Repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt
	For household goods	For other durable goods	Total		
1958	292	363	655	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1960 1st Quarter	87	152	239	179	+ 60
2nd Quarter	73	156	229	182	+ 47
3rd Quarter	64	117	181	185	— 4
4th Quarter	77	94	171	188	— 17
1961 1st Quarter	64	136	200	201	— 1
2nd Quarter	69	164	233	210	+ 23
3rd Quarter	72	126	198	202	— 4
4th Quarter	78	89	167	193	— 26
1962 1st Quarter	63	104	167	206	— 39
2nd Quarter	69	128	197	198	— 1
3rd Quarter	79	114	193	190	+ 3
4th Quarter	90	91	181	184	— 3
1963 1st Quarter	66	102	168	181*	— 13*

* Revised figures.

Compared with a year earlier, the value of sales on instalment credit terms by household goods shops as a whole were up by just over 5 per cent, much the same rise as in March. Sales in the furniture and furnishings group were about 5 per cent more than in April last year, compared with no change in March and falls in both January and February, while those of the hardware, radio, electrical, etc., group were, as in earlier months this year, about one-tenth higher; for the household goods departments of department stores there was a small decrease.

Instalment debt outstanding to household goods shops as a whole declined slightly during April to £308m.

Finance Houses

New instalment credit advanced by hire purchase finance companies rose more than seasonally in April and was about one quarter higher than a year earlier. Business in new cars was particularly buoyant, being about 60 per cent more than in April last year and slightly above the peak April figure which preceded the re-introduction of hire purchase terms control in 1960. Credit advanced for used cars was about one-fifth more than in April 1962 but remained lower than in the corresponding month of the three preceding years. In contrast with earlier months this year, credit advanced for all the other main categories of goods was higher than a year ago, but remained in most cases lower than in 1959-61.

Direct instalment debt owing to finance houses rose by £10m. in April to £573m. while amounts owing by retailers under block discounting arrangements were unchanged at £51m.

(Continued on next page)

PACKING? FORWARDING? INSURANCE? TRAVEL? SHIPPING? CUSTOMS CLEARANCES? AIR FREIGHT?

CONSULT AND RELY UPON

W. Wingate & Johnston Ltd.

ESTABLISHED 1818

LONDON 39/45 Finsbury Square, E.C.2
" (Airport) 2016 Queens Building
" 201/205 Long Lane
" 6 Burrel Street
" 61 Ewer Street
MANCHESTER 323, 325, 327 Corn Exchange Buildings, Cathedral Street
" (Airport) Building No. 55
SOUTHAMPTON 18 Canute Road
LEEDS 54 Merrion Street
LIVERPOOL Orleans House, Edmund Street
NEWCASTLE 65 Quayside
LEICESTER 15 Rutland Street
GLASGOW 200 St. Vincent Street
PARIS 8 Rue d Enghien
TORONTO 217 Bay Street
NEW YORK 11 Broadway
MONTREAL 300 St. Sacrement

Associated with WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton St., LONDON. W.1

FOR DEPENDABILITY

CONNECTING WITH A NETWORK OF RELIABLE AGENTS OVERSEAS

Hire Purchase (*Continued*)

New Business of Household Goods Shops

Table 3—Index Numbers of Value of Goods Sold on Hire-Purchase and Other Instalment Credit per Week

Average of 1957 = 100

		Year	Jan.	Feb.	March (*a*)	April	May	June (*a*)	July	Aug.	Sept. (*a*)	Oct.	Nov.	Dec. (*a*)
FURNITURE AND FURNISHING SHOPS	Total (multiple and independent retailers, co-operative societies)	1961	97	90	98	102	104	104	121	102	106	117	126	132
		1962	98	96	94	100	105	104	115	108	113	124	131	140
		1963	93	87	94	105								
	of which: Multiple retailers (*b*)	1961	98	95	99	106	108	114	125	106	110	121	131	138
		1962	103	100	94	102	106	114	126	115	118	131	139	151
		1963	101	96	98	114								
	Independent retailers	1961	94	83	92	95	95	92	109	94	99	109	115	122
		1962	89	90	89	93	97	89	97	92	99	108	113	122
		1963	81	75	85	93								
HARDWARE, RADIO, ELECTRICAL GOODS, CYCLE AND PERAMBULATOR SHOPS	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1961	92	96	97	99	104	104	125	96	99	105	105	113
		1962	89	89	93	88	98	116	118	112	116	120	127	136
		1963	97	97	102	96								
	of which (multiple and independent): Radio and electrical goods, cycle and perambulator shops	1961	72	67	64	72	74	72	88	68	69	78	77	93
		1962	68	61	60	62	66	78	79	78	75	82	86	106
		1963	71	67	67	66								
DEPARTMENT STORES:	Household goods departments	1961	133	119	117	123	124	111	156	109	119	141	143	146
		1962	142	114	111	117	120	121	148	122	134	153	160	155
		1963	138	109	111	116								
TOTAL, HOUSEHOLD GOODS SHOPS		1961	97	95	99	102	106	105	125	100	104	113	117	126
		1962	97	94	94	95	103	111	119	111	116	124	131	139
		1963	98	93	99	101								

(*a*) Average of five weeks.
(*b*) Multiple retailers are defined as those having ten or more branches.

New Business of Finance Houses

Table 4—Index Numbers of New Hire-Purchase and Other Instalment Credit Extended Direct to Hirers per Calendar Month

Monthly average of 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1961	116	173	234	206	241	224	242	139	111	114	115	83
	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270								
Private cars – used	1961	131	179	204	183	218	201	195	143	110	118	108	79
	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168								
Commercial motor vehicles – new and used	1961	195	212	246	221	238	235	240	163	142	154	144	110
	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168								
Motor cycles, side-cars, power assisted cycles – new and used	1961	71	108	171	160	184	161	160	135	85	73	59	37
	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87								
Caravans – new and used	1961	74	137	220	219	242	248	226	188	146	159	123	80
	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242								
Farm equipment and tractors	1961	128	123	195	195	195	217	201	169	132	150	128	79
	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139								
Industrial and building plant and equipment	1961	251	239	312	311	360	315	346	233	239	272	263	211
	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295								
Household goods (*a*)	1961	138	114	126	120	136	123	133	115	107	118	119	104
	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107								
All goods (including goods not shown above)	1961	144	168	207	190	220	204	207	150	123	131	125	96
	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177								

(*a*) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Notes on Statistics

THE STATISTICS in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during

Hire Purchase (*Continued*)

the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. Preliminary results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops,' which has hitherto been distinguished in Table 3, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

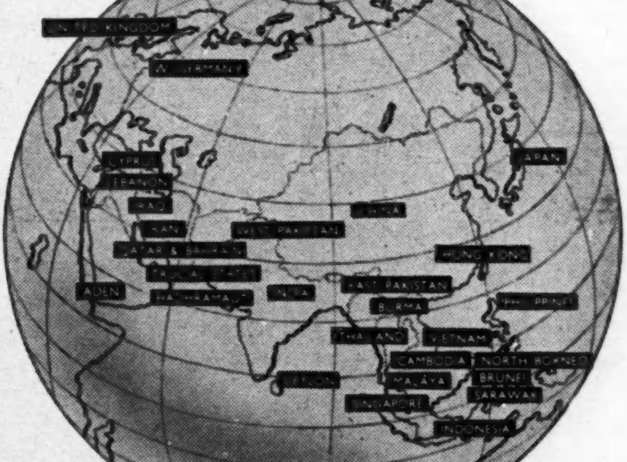
The estimates in £'s million of goods sold on hire-purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32; of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods, cycle and perambulator shops, 98·80; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire-purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

EFTA Bulletin – May 1963

THE recent meeting of the EFTA Council of Ministers at Lisbon is featured in the *EFTA Bulletin* for May. The *Bulletin* quotes the full EFTA and Finland-EFTA communiques, as well as the Secretary-General's comments at the press conference at the end of the meeting. Special articles include 'The Problems of Mountain Agriculture' by Dr. Romuald Riedl, with reference to Austria, Norway and Switzerland; 'The British Steel Industry' by E. W. Senior; and 'The EFTA Origin System' by Peter Gerosa. This month's statistical table shows EFTA trade in 1960 and 1962. Copies: Information Department, EFTA, 10, Avenue de Bude, Geneva, Switzerland.

EXPORT DRIVE



For trade with the East consult

THE
CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 branches in twenty-seven territories as shown in the map above.

THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) • THE IRANO BRITISH BANK (INCORPORATED IN IRAN)

MODERN GOVERNMENT-OWNED FACTORIES FOR RENTAL

An advance factory at Armagh, Northern Ireland, with an area of 10,000 sq. feet of production space.

THE FOLLOWING Government-owned factories, fully equipped with all essential services and conveniently sited for labour and transport requirements, are available for rental on industrial estates in England, Wales, Scotland and Northern Ireland. The factories in England, Wales and Scotland are all in development districts and suitable projects may qualify for financial assistance under the Local Employment Act, 1960. Assistance in the form of grants towards the cost of purchasing or transferring plant and machinery may also be available, through the Ministry of Commerce, to industrial undertakings creating new employment in Northern Ireland, preference being given to projects which provide a good percentage of male employment.

NORTHERN IRELAND

Location	Total Area (sq. ft.)	Height to Truss	Distance	
			From Belfast Docks (miles)	From Airport (miles)
Dunmurry Factory Estate (Near Belfast)				
***Dunmurry No. 2**	18,329	12′ 0″	6	10
***8**	19,450	12′ 0″	6	10
***5**	30,000	13′ 6″	6	10
***3/4**	50,000	16′ 0″	6	10
Dundonald, Belfast	70,000	17′ 0″	6	17
***Armagh**	18,000	13′ 6″	37	30
***Ballymena**	30,000	12′ 6″	28	19
***Coleraine**	18,000	12′ 6″	55	43
***Downpatrick**	19,000	12′ 6″	22	33
***Portadown**	52,600	14′ 0″	27	19

* Available now.

Rents are based on current market values, which at present range from 1s. 6d. to 2s. 3d. per square foot. In special cases where the employment or product is judged to be of particular value to Northern Ireland's economy, a lower rent can be negotiated for the early years of the lease. Inquiries should be addressed to the Ministry of Commerce, Chichester House, Belfast, 1 (Belfast 28271) or to the Ulster Office, Northern Ireland Government, 13 Regent Street, London, S.W.1 (Whitehall 1651).

ENGLAND

Industrial Estate	Total Area (sq. ft.)	Office Space (sq. ft.)	Clear Height
***Team Valley, Gateshead**	67,783	2,100	12′ 0″ to 16′ 3″
***Bede, Jarrow** (six miles east of Newcastle-upon-Tyne)	(1) 49,187 (2) 23,486	8,537 3,017	12′ 6″ to 15′ 0″ 11′ 3″ to 16′ 6″
***Skelton, Cleveland** (11 miles east of Middlesbrough)	15,616	3,680	12′ 0″ to 14′ 6″

* Available now.

Advance factories under construction

Location	Total Area (sq. ft.)	Office Space (sq. ft.)	Clear Height	Estimated Completion Date
Crook, Co. Durham	16,425	1,425	14′ 6″ to 23′ 6″	August 1963
Cramlington, Northumberland	13,590	1,590	15′ 0″	October 1963
Aycliffe, Co. Durham	50,340	4,410	17′ to 18′ 6″	November 1963
Hartlepools, Co. Durham	50,340	4,410	17′ to 18′ 6″	November 1963
Blyth, Northumberland	10,000	2,000	14′ 6″ to 17′ 0″	December 1963

Building plans for eight further 'advance factories' (10,000 to 50,000 sq. ft.) to be started shortly at Aycliffe, Blaydon, Chester-le-Street, Hartlepools, Sunderland, Stockton, West Auckland, all in Co. Durham and at Workington, Cumberland, are also available for inspection. Rents are assessed at current market value and at present range from 2s. 6d. to 4s. 6d. per square foot. Inquiries should be addressed to The Secretary, Industrial Estates Management Corporation for England, Team Valley, Gateshead-on-Tyne, 11, Co. Durham.

WALES

Location	Area sq. ft.		Height to Truss
	Total	Production	
Advance factories:			
Portmadoc	8,944	7,821	14′ 0″
Milford Haven	19,025	15,625	14′ 0″
Bangor District	9,962	7,812	14′ 0″
Existing factories:			
Ammanford	25,030	17,500	12′ 6″
Dinas (Rhondda) (a)	16,650	13,110	11′ 0″
(b)	29,940	20,290	12′ 6″
Llanelly	32,498	24,350	12′ 6″

The factory at Portmadoc is under construction and completion is expected by April 1964. Sites for the other two advance factories are now being selected. Inquiries should be addressed to Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate, Pontypridd, Glam.

(*Continued on next page*)

Exporting to United States Markets

A one-day convention on 'Exporting to the American Markets' is to be held at Slough College, Slough, Bucks, on June 20. The main purpose of the Convention is to examine the potentialities of the American export markets, to discuss the practical difficulties faced by British exporters to those markets, and to suggest solutions for exporters' problems; to examine ways of increasing exports. Inquiries for course places should be made to Mr. J. G. Lambrick, at the College.

Government-owned Factories For Rental (*Continued*)

SCOTLAND

Estate	Area (sq. ft.)	Height to Truss	Distance from Glasgow (miles)
Blantyre	5,050	12′ 0″	10 North light roof
Carfin	26,500	13′ 0″	12
Donibristle (1)	26,865	12′ 0″ and 18′ 0″	43 Flat roof
(2)	9,412	18′ 0″	43 Flat roof plating shop
(3)	3,420	9′ 6″	43
(4)	11,518	—	43 Two-storeyed office block
Dundee *(1)	129,651	12′ 0″	83
(2)	31,530	14′ 0″	83 North light roof
Hillington *(1)	11,314	12′ 0″ and 16′ 0″	4
(2)	25,508	12′ 0″	4
*(3)	34,492	12′ 0″	4
(4)	21,280	12′ 0″ and 18′ 0″	4
(5)	131,855	22′ 0″	4 North light roof 3 Cranes, rail served
Newhouse	35,315	12′ 0″ to 17′ 9″	14 Crane rails
Port Glasgow*	10,658	12′ 0″	17
Queenslie (1)	5,202	12′ 0″	4 North light roof
(2)	5,735	12′ 0″	4 North light roof
Thornliebank	5,275	12′ 0″	5
Advance Factories to be built:			
(a) on Industrial Estates:			
Kilwinning	15,000	12′ 0″	25
Newhouse	50,000	14′ 0″	14
Port Glasgow	10,000	12′ 0″	17
Queenslie	50,280	14′ 0″	4
Vale of Leven	48,268	14′ 0″	16
(b) on individual sites:			
Blackwood	21,013	14′ 0″	23
The Calders	10,000	12′ 0″	25
Cowdenbeath	21,140	12′ 0″	45
Cumnock	15,515	12′ 0″	36
Frazerburgh	7,500	12′ 0″	185
Peterhead	7,500	12′ 0″	174
Sanquhar	15,500	12′ 0″	48
Shotts (1)	28,340	14′ 0″	26
(2)	23,140	12′ 0″	26
Stranraer	10,000	12′ 0″	84
Whitburn	50,000	14′ 0″	22

* Available now.

Rents of the above factories are assessed by the District Valuer at current market value and range from 2s. 0d. to 3s. 9d. per square foot. Inquiries should be addressed to the General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3 (Douglas 6651).

New Government Advance Factory for Sunderland

THE INDUSTRIAL Estates Management Corporation announce that the general contract for a 25,000 sq. ft. factory to be constructed in advance of requirements at Southwick, Sunderland, has been placed with Middleton & Co. (Sunderland) Limited.

Work on the factory has already commenced and it is expected to be available for occupation in November this year.

The architect for the project is Richard Turley and Associates, Newcastle and structural steelwork is being supplied by Vickers Armstrongs (Shipbuilders) Limited, Palmers Hebburn works.

This is one of the Board of Trade advance factories being provided under the Local Employment Act.

DSIR Research Council Report

The annual report of the Research Council of the Department of Scientific and Industrial Research which has been published as a Command Paper (Cmmd. 2027) shows that the work of the Department has continued to expand, gross expenditure for the year ending March 31, 1962, being £16·7m., an increase of about 15 per cent over the previous year. Copies: HM Stationery Office. Price 4s., by post 4s. 4d.

Estimates Committee Report on Local Employment Act

THE SEVENTH report of the Estimates Committee which deals with the administration of the Local Employment Act 1960 has been published. The following are the committee's recommendations:

(1) Before the list of Development Districts is altered in any way, the Board of Trade should consult with the Management Corporations to the maximum extent, and both the Board of Trade and the Management Corporations should have available to them the type of assistance and advice available to the National Economic Development Council.

(2) The Board of Trade should aim to obtain figures of employment directly created by the Local Employment Act every three months.

(3) The Management Corporations should be given a more positive part to play in the task of encouraging industry to settle in Development Districts.

(4) Intensified efforts should be made to transfer the responsibility for running canteens to the tenants who make use of their facilities.

(5) The Board of Trade and the Valuation Office should undertake, in consultation with the Management Corporations, a review of the negotiation and valuation procedures in order to reduce delays.

(6) A close and comprehensive study should be made of BOTAC procedures to reduce delays as much and as quickly as possible.

(7) Such items as advance factories, about which more accurate Estimates can be made, should be shown separately in the Estimates.

Copies of the report are available from HM Stationery Office. Price 17s. 6d.

N.I. Minister of Commerce to Meet U.S. Industrialists

MR. BRIAN FAULKNER Northern Ireland Minister of Commerce, is to fly to New York this month to meet American industrialists in a new campaign to attract further projects to Northern Ireland. There are at present 17 American or American-affiliated companies with factories in Ulster.

Announcing this in the Ulster House of Commons on May 29, Mr. Faulkner said: 'There is more American investment in the United Kingdom than in any other country in Europe, and it is quite clear that the United Kingdom, with its position in the Commonwealth and its new trade links with the EFTA group, holds considerable interest for many American firms.'

£2m. Perfumery Chemicals Plant for Widnes, Lancs.

A. BOAKE, ROBERTS & CO. LTD., chemical manufacturers and members of the Albright & Wilson Group, have announced the construction of a new plant at a cost of nearly £2m. for the manufacture of high-grade perfumery chemicals. The plant is of advanced design and the engineering of it has been undertaken by the Central Engineering Department of Albright & Wilson (Mfg.) Ltd. It will occupy some 10 acres of Boake Roberts new site at Widnes, Lancashire. This site has recently been scheduled as part of a Development District.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:

- Office Machinery for February 1963.
- Gramophone Records for March 1963.
- Pottery and Electrical Ware for March 1963.
- Timber – Softwood, Hardwood and Plywood for April 1963.

Quarterly at 7s. 6d. a year, post free:

- Domestic Hollow-ware for January-March 1963.

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
June 19 .	Huts and buildings including Nissen and Laing types, cable and bulk oil installations.	Royal Air Force Station, Clyffe Pypard, Swindon, Wilts.	Thompson, Noad & Phipps, 39 Market Place, Chippenham Wiltshire. (Tel. Chippenham 2271-2).
June 20 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

The above sale will include clothing and webbing equipment, cordage, dinghies, parachutes, cameras, projectors, radio and electrical equipment, furniture and general stores.

1963	Stores	Location	Auctioneers
June 21 .	Steel buildings wooden and Nissen huts and fittings.	Royal Air Force, Langham, Norfolk . .	Cruso & Wilkins, 16 The Square, Fakenham, Norfolk. (Tel. 2255).
June 22 .	A T.2 hangar with about 7½ acres of adjoining land, subject to a lease at an annual rental of £1,315.	Royal Air Force, Gransden Lodge, Cambridgeshire.	J. R. Eve & Son, 40 Mill Street, Bedford. (Tel. 67301-2).
July 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).
Aug. 28 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Sept. 12 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Disposal of Assets at C. & R. Sites

Messrs. Geering and Colyer will sell by public auction on June 11, 1963, at the Royal Air Force Station, St. Margaret's Bay, Kent, operational equipment including air conditioning and refrigeration plant, electric meters, water pumps, fans, heaters, compressors, etc., RSJ gantries and girders, teak flooring, electrity supply cable, sanitary items, doors and miscellaneous items.

Catalogues (free) may be obtained within fourteen days of the sale date from Messrs. Geering & Colyer's offices at Ashford (Tel. 25), Hawkhurst and Tunbridge Wells, Kent;, Rye, Heathfield and Wadhurst, Sussex.

War Office

1963	Stores	Location	Auctioneers
June 13-14 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
June 18 .	Machine tools, plant and miscellaneous stores including:	W.D. Storage Depot, Rotherwas, Hereford .	Russell, Baldwin & Bright Ltd. (Dept. L), 20/21 King Street, Hereford. (Tel. 4366).

Saw sharpening and tenoning machines; grinders; lathes; saw benches; Lima 7½-ton crane; Allis Chalmers bulldozer; 14 radar trailers; portable jib cranes; 39 skeleton Romney huts and Romney hut spares; 22,800 palliasse and tent bolster cases; 3,500 webbing haversacks; used tyres; 1,900 jerricans; M.T. spares; tarpaulin sheets; 50 ft. linen tapes; welding sets and tool kits; cooking stoves; ranges and boilers; 1,600 water cisterns and cylinders; electric fans and fires; hydraulic trolley and other jacks; hand saws; hammers; shovels; axes; picks and other tools; fold flat and other chairs; tables; chests of drawers and other furniture; household equipment, etc.

1963	Stores	Location	Auctioneers
June 25 .	Machine tools, plant, textiles and miscellaneous stores.	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds 2. (Tel. 20898).
July 2-4 .	Vehicles, earth moving, lifting equipment, trailers, motor cycles and plant spares.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Ministry of Public Building and Works

1963	Description of Goods	Location	Auctioneers
June 11 .	Office and miscellaneous furnishings and domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel.: Holborn 0337).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

1963	Description of Goods	Location	Auctioneers
June 13 . commencing at 11.00 a.m.	Three steel framed hangars 240 ft. by 120 ft., one blister hangar 95 ft. by 85 ft., 24 Nissen type huts, four Romney type huts, petrol and oil storage tanks, electric cable, tarpaulins, and ammunition boxes.	Rowley Mile Airfield, Newmarket, Suffolk. Entrance to the airfield is via Hamilton Road.	Osmond E. Griffiths, Rothesay House, Newmarket, Suffolk. (Tel. Newmarket 2054).

Catalogues, free, are obtainable direct from the auctioneers. View day June 12, 1963, from 10 a.m. to 4 p.m.

Recent Export Orders

Flicker Compensation Equipment for Ethiopia

GEC Engineering, Birmingham have received from Ethiopian Electric Light and Power Authority an order valued at about £45,000 of flicker compensation equipment for their supply system which has been subject to severe voltage fluctuation.

Electrical Installation for Cement Works

The West African Portland Cement Co. have placed an order worth £135,000 with a complete electrical installation of the Ewekoro Cement Works. The equipment comprises cables, lighting and motors.

Windows and Doors for the Sudan

An order worth nearly £400,000 has been received by Crittall of Braintree from the Turiff Construction (Sudan) Ltd., for the supply of windows and doors for their Khashm-el-Griba housing scheme in the Sudan.

Grain Driers

Export orders for grain driers totalling over £50,000 have been fulfilled by Alvan Blanch Development Co. Ltd., of Chelworth. 18 driers were for New Zealand which came to about £25,000, 10 Cascade driers have gone to Ceylon, the second batch to that country used for rice drying. 7 have gone to Ghana for maize drying and new ground was broken with two Tier type Cascade driers going to Greece.

Telephones Replace Bicycles

An AEI telephone exchange is to replace the cyclist in the hospital at Chitoloki, Northern Rhodesia. The system is to have ten extensions and can work from a 50V battery.

Supertankers for USA

Harland and Wolff of Belfast have received an order from Texaco Panama Inc. of the Regent-Texaco Group for a super-tanker of 88,000 tons dead weight. The order is said to worth between £3½m. and £4m.

Air Conditioning for Iran

Temperature Ltd., of London have obtained orders from the Iranian Oil Operating Companies for air conditioning and refrigeration plant valued at £94,000.

Carrying Sand to Egypt

Leighton Buzzard sand is being exported to Egypt by George Garside (Sand) Ltd., to be used for testing cement used in the Aswan High Dam.

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON

RANKIN & BLACKMORE LTD.

IMPORTANT

THREE DAYS' SALE

of

MARINE and GENERAL ENGINEERING BOILERMAKING and SMITHY PLANT and MACHINERY

Overhead Electric Cranes, Welding Equipment, Air Compressors, Horz. Steam Boiler, Unit Heaters, Weighbridge, A.C. and D.C. Motors, Mercury Arc Rectifiers, Small Tools and Inspection Equipment, Consumable Stores, Steel Plates, Brass and Steel Sections, Timber, Scrap Materials, Office Furniture, etc.

AT EAGLE FOUNDRY, BAKER STREET, GREENOCK RENFREWSHIRE, on

Tuesday 18th, Wednesday 19th and Thursday 20th June, 1963, at 10.30 a.m. prompt each day

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from Messrs. Rankin & Blackmore Ltd., due to closure of Works, to Sell, by Auction, as above.

On View Day Prior to Sale

Catalogues from Auctioneers

Hamilton, June 1963.

How to read and file 100 business journals every month . . .

. . . a formidable task indeed. But necessary to keep abreast of fast changing industrial trends. Why not let Moodies do it for you?

We read all those journals and distil them into Moodies Industries & Commodities Service ("I & C") - a compact reference of comment, forecasts, background details, charts and statistics on over 80 key industries and the commodities they use - all kept up to date in one loose leaf binder for £15 a year

Let Moodies keep you one jump ahead

For details write to MOODIES SERVICES LTD., Dept. B.O.T.
King William Street House, London, E.C.4.,
or ring MANsion House 7685 ext. 7.

MOODIES "I & C"

Compact reference to trends in industry

BRAND NEW BALL & ROLLER BEARINGS

OVER 5,000,000 IN STOCK
IN MORE THAN [illegible],000 TYPES

THE WORLD'S LARGEST SELECTION OF BRITISH, AMERICAN & CONTINENTAL BEARINGS IN ALL TYPES & SIZES

Immediate Delivery from Stock • Keenest Prices

EXPORTERS TO ALL PARTS OF THE WORLD

CLAUDE RYE BEARINGS

895-921 FULHAM ROAD,
LONDON, S.W.6
RENOWN 6174 (EXT. 24)

Cables: RYBEARINGS, LONDON. TELEX 23453

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	*this issue*	Sept. 6
United Kingdom	May 3	Aug. 2
Outside Europe	April 5	July 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibilty is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

THE fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on May 3, and April 5 respectively.

UNITED KINGDOM

Additions:

MANCHESTER: 'MANCHESTER EVENING NEWS' DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 5-16, 1963.

* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3. (Tel.: Deansgate 6363.)

BLACKPOOL: INTERNATIONAL GIFTS FAIR – February 3-6, 1964.

* Apply, P. W. Sweetser, Esq., Trade Promotion Services Ltd., Saint Dunstan's House, Carey Lane, London, E.C.2. (Tel.: Monarch 8391-5.)

OUTSIDE EUROPE

Amendment:

The National Motor Boat Show will be held in New York from January 15-26, 1964, and not January 15-17, 1964, as shown in the *Board of Trade Journal* of April 12.

Addition:

NEW YORK: INTERNATIONAL TOY FAIR – March 8-13, 1964.

* Apply, International Trade Shows, 545 Fifth Avenue, New York, 17.

Designs for Cotton Furnishings Exhibited

AN EXHIBITION of designs for printed cotton furnishings by students and young artists under 30 years of age was opened by Sir John Summerson, chairman of the National Council for Diplomas in Art and Design at the Cotton Board Colour Design and Style Centre, Manchester on May 30. The exhibition continues until July 5. The exhibition, which is made up of the 250 most interesting designs of the more than 2,000 submitted, illustrate the work of 73 designers and the work of current students at 26 Art Schools including the Royal College of Art.

You must visit the INTERNATIONAL TRADE FAIR
BRNO, SEPTEMBER 8th – 22nd

The only specialized engineering trade fair of its kind where more than 50 countries will display their finest and most advanced engineering and technological products.

Emphasis is placed on the following groups:—

MACHINE TOOLS • FOUNDRY EQUIPMENT • CHEMICAL INDUSTRY BUILDING / TRANSPORT EQUIPMENT MECHANICAL HANDLING and AGRICULTURAL EQUIPMENT

In addition to the 30th International Foundry Congress, further Scientific Symposia will be held.

BRNO

Fullest particulars from sole U.K. Agents: FAIRS and EXHIBITIONS LIMITED,
Walmar House 288, Regent Street,
London W.1. Telephone: MUSeum 5153/5

SELL

to modern SPAIN

a growing market for BRITISH INDUSTRY

Spain is on the threshold of one of the most rapid industrial developments in post-war Europe. Never before has there been such an opportunity to sell a wide range of British capital and producer goods in the Spanish market. To provide a focal point for a major British sales drive a large-scale British Industrial Fair will be staged in Barcelona in April 1964

BRITISH INDUSTRIAL FAIR BARCELONA

1-12 APRIL 1964

Reserve space now in this important British Trade Fair

Full details from the Organisers: **BRITISH OVERSEAS FAIRS LTD**
21 Tothill Street, London S.W.1. (Tel. ABBey 6376)

Sponsored by: Association of British Chambers of Commerce; British Chamber of Commerce in Spain; Export Council for Europe; Federation of British Industries; National Association of British Manufacturers

European Trade Fairs and Exhibitions

1963 — General

LIEGE: INTERNATIONAL FAIR (MINING AND INDUSTRIAL MACHINERY) – May 25-June 9.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel.: City 5889.)

PALERMO: 18TH MEDITERRANEAN FAIR – May 25-June 9.
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

HELSINGBORG: INTERNATIONAL TRADE FAIR (EXPO-ORESUND) – May 31-June 9.
* Apply, Continental Express Limited, Green Arbour House, Old Bailey, London, E.C.4. (Tel.: City 3243.)

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-20.
* Apply, Spanish Tourist Service, 93 Piccadilly, London, W.1. (Tel.: Grosvenor 5853.)

POZNAN: 32ND INTERNATIONAL FAIR – June 9-23.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel: : Avenue 2424.)

LISBON: 4TH INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street, London, S.W.1. (Tel.: Whitehall 2455.)

BORDEAUX: 43RD INTERNATIONAL TRADE FAIR – June 15-27.
* Apply, Administration de la Foire Int. Bordeaux, 12 Place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5.
* Apply, Italian Chamber of Commerce for Great Britain in London, 31 Old Burlington Street, London, W.1. (Tel.: Regent 2411.)

NAXXAR: 7TH MALTA TRADE FAIR – July 1-15.
* Apply, Malta Trade Fair Corporation, Exchange Buildings, Valletta, Malta.

FRANKFURT: INTERNATIONAL AUTUMN FAIR – August 25-29.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

STOCKHOLM: 21ST ST. ERIK'S FAIR (CONSUMER GOODS) – August 28-September 8.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

SALONIKA: INTERNATIONAL TRADE FAIR – September 1-22.
* Apply, Foire Internationale de Thessaloniki, Thessalonika.

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 1-8.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel.: Hyde Park 3111.)

ZURICH: BRITISH INDUSTRIAL FAIR AND BRITISH FORTNIGHT – September 2-14.
Apply, British Oversea Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel.: Whitehall 6711.)

STRASBOURG: 38TH EUROPEAN FAIR – September 5-16.
* Apply, Foire de Strasbourg, 9 rue Brulee, Strasbourg.

LAUSANNE: 44TH NATIONAL FAIR (COMPTOIR SUISSE) – September 7-22.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel.: Paddington 0701.)

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 7-22.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 8-15.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 9-17.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

BARI: 27TH INTERNATIONAL LEVANT FAIR – September 10-23.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London S.W.7. (Tel.: Kensington 1700.)

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 13-23.
* Apply, Fiera di Bolzano, Via Roma 18, C.P. 297, Bolzano.

MARSEILLES: 39TH INTERNATIONAL FAIR – September 19-30.
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel.: Chancery 4224/5.)

INNSBRUCK: 31ST EXPORT AND SAMPLES FAIR – September 21-29.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

GRAZ: INTERNATIONAL FAIR AND EXHIBITION OF BREEDING STOCK (AUTUMN FAIR) – September 28-October 6.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

STOCKHOLM: TECHNICAL FAIR – September 27-October 3.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

METZ: INTERNATIONAL TRADE FAIR – October 2-13.
* Apply, Foire Internationale de Metz, 1, Avenue de l'Amphitheatre, Metz.

ZARAGOZA: NATIONAL FAIR – October 2-20.
* Apply, Director General, Num 18 Pral, Don Jaime 1, Zaragoza.

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 12-27.
* Apply, Berlin Ausstellungen, Berlin-Charlottenburg 9, Hammarskjold platz 1-7.

1963 — Specialized

Aeronautical

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – June 7-16.
† Apply, Union Syndicale des Industries Aeronautiques et Spatiales, 6, rue Galilee, Paris (16e).

Agricultural, Fishing

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA 63) – June 6-16.
* Apply, Agronom Ingemor Stenqvist, ELMIA, Jonkoping, Sweden.

ANCONA: 23RD INTERNATIONAL FAIR (FISHING AND NAUTICAL SPORTS) – June 22-July 7.
* Apply, Ancona Chamber of Commerce, Fiera di Ancona, Ancona.

HANOVER: 17TH WORLD VETERINARY CONGRESS AND EXHIBITION – August 14-21.
Apply, 17th World Veterinary Congress 1963, Hans-Böckler-Allee 16, Hanover.

GOTHENBURG: 2ND SWEDISH INTERNATIONAL FISHERY TRADE FAIR – October 31-November 10.
Apply, Finextra Ltd., 213/4 Piccadilly, London, W.1. (Tel.: Regent 3944/5.)

Atomic Energy

ROME: INTERNATIONAL EXHIBITION OF NUCLEAR, ELECTRONICS, TELEVISION, RADIO AND CINEMATOGRAPHY – June 15-30.
* Apply, Fairs and Exhibitions Ltd., Walmar House, Regent Street, London, W.1. (Tel.: Museum 5153/5.)

Building and Public Works

MADRID: INTERNATIONAL EXHIBITION OF CONSTRUCTION – October 8-November 8.
* Exposicion Int. de la Construction, Edifico Bellas Artes, Alcala 42, Planta 5, Madrid.

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – October 19-27.
Apply, Zentralverband des Installateur-Klempner Kupferschmiede- und Zentralheizungs Bauer-Handwerks, Mechenheimer Allee 67, Bonn.

Capital Goods, Engineering, Machinery, Machine Tools, etc.

FRANKFURT: 6TH INTERNATIONAL WORLD PETROLEUM CONGRESS AND INTERNATIONAL EXHIBITION (INTER-OIL) – June 19-26.
Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

BRNO: INTERNATIONAL TRADE FAIR – September 8-22.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 19-30.
* Apply, Dr. G. Boella, Fiat England Ltd., Water Road, Wembley, Middlesex. (Tel.: Perivale 5651.)

HANOVER: 4TH EUROPEAN TEXTILE MACHINERY EXHIBITION – September 23-October 1.
Apply, Trex British Textile Machinery Organisation, Old Colony House, South King Street, Manchester, 2. (Tel.: Deansgate 6909.)

(Continued on next page)

European Fairs (*Continued*)

MILAN: EUROPEAN MACHINE TOOL EXHIBITION – October 4-13.
Apply, Machine Tool Trades Association, 25-28 Buckingham Gate, London, S.W.1. (Tel.: Victoria 7542.)

STOCKHOLM: HEATING, VENTILATING AND PLUMBING EXHIBITION (V.V.S. MÄSSAN) – November 8-17.
Apply, V.V.S.—Mässan, The Fair Office, Sturegatan 8, Stockholm Ö, Sweden.

Chemicals

BERLIN: 68TH GERMAN SOAP FAIR – September 21-24.
† Apply, Berlin Austellungen, Berlin-Charlottenburg 9, Hammarskjold Platz 1-7.

BELGRADE: INTERNATIONAL CHEMICAL FAIR – September 27-October 5.
Apply, Beogradski Sajam, Beograd Bulevar Vojvode Misica 14, Post Fah 408, Belgrade.

OSLO: INTERNATIONAL CHEMICAL TECHNOLOGY EXHIBITION – November 5-12.
Apply, Studieselskapet For Norsk Industri, Forskningsveien 1, Blindern, Oslo.

Electrical, Radio, Television, Electronics, Tele-Communications

LIEGE: 5TH INTERNATIONAL CONFERENCE AND EXHIBITION ON MEDICAL ELECTRONICS – July 22-25.
Apply, Mme. H. Favier, Société D'Organisation de Congrès Francais et Internationaux, 1 Rue Chamez, Paris 16.

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL 63) – September 2-7.
Apply, Exhibition Management, Swiss Industries Fair, Basle 21.

PARIS: INTERNATIONAL RADIO AND TELEVISION SHOW – September 5-15.
Apply, Society for the Diffusion of Arts Science (S.D.S.A.), 23 rue du Lubeck, Paris, 16.

AMSTERDAM: INTERNATIONAL EXHIBITION OF RADIO, TELEVISION AND ELECTRONIC EQUIPMENT (FIRATO) – September 13-22.
Apply, R.A.I. – Gebouw, Europaplein 8, Amsterdam 2.

GENOA: 1ST INTERNATIONAL FAIR OF MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS (INTERCOM) AND 1ST INTERNATIONAL AERONAUTICAL SALON – October 5-20.
Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel.: Esher 2882.)

Foodstuffs, Hotel and Catering

PARMA: 18TH INTERNATIONAL PRESERVED FOOD AND PACKAGING EXHIBITION – September 20-30.
* Apply, Italian Chamber of Commerce for Great Britain in London, 31 Old Burlington Street, London, W.1. (Tel.: Regent 2411.)

COLOGNE: 7TH ANUGA (FINE FOODS AND PROVISIONS) EXHIBITION – September 21-29.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

MONTPELLIER: INTERNATIONAL VITICULTURAL AND WINE FAIR – October 10-21.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis rue de la Loge, Montpellier.

PARIS: INTERNATIONAL HOTEL AND CATERING INDUSTRY EXHIBITION – October 10-21.
* Apply, M. Willard, 13 rue de Liège, Paris, 9.

BRUSSELS: INTERNATIONAL FOOD AND HOME (ARTS MENAGERS) EXHIBITION – October 12-27.
* Apply, Societe Co-operative des Industriels et Commercants en Materiel et Produits pour l'Alimentation, 8-10 Place de Brouckere, Brussels.

DIJON: INTERNATIONAL GASTRONOMICAL FAIR – October 30-November 11.
* Apply, Administration de la Foire Gastronomique, Palais des Expositions, Bvd. de Champagne, Dijon.

Furniture, Home, Household, Hardware

COLOGNE: INTERZUM (INTERNATIONAL FAIR OF SUPPLIERS FOR FURNITURE, UPHOLSTERY AND WOOD PROCESSING INDUSTRIES) – June 26-30.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

BASLE: 2ND INTERNATIONAL 'INTERFEREX' HARDWARE AND IRONMONGERY FAIR – September 1-3.
Apply, Interferex Exhibition A.G., Talstrasse 66, Zurich, 1.

COLOGNE: HOUSEHOLD GOODS AND HARDWARE FAIR – September 5-8.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

GOTHENBURG: INTERNATIONAL EXHIBITION 'DAGENS HUSHALL' (HOUSEHOLD GOODS) – September 7-15.
* Apply, Utstallningen Dagens Hushall, Kopmannens, Vasagatan 52, Gothenburg, C.

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – September 8-16.
* Apply, Monsieur le President, Salon International des Industries et Arts du Feu, 32 rue de Paradis, Paris 10e.

OSLO: DAGENS HUSHOLDNING EXHIBITION (TODAY'S HOUSEHOLD) – October 17-27.
Apply, Oslo Kolonialksøpmenns Forening, Akeragaten 32, Oslo.

COLOGNE: INTERNATIONAL BABIES AND CHILDREN'S FAIR – October 18-20.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

GENEVA: SALON DES ARTS MENAGERS – October 23-November 3.
* Apply, General Secretary, Salon des Arts Menagers, 1 rue du Temple, Geneva 4.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 30-November 11.
* Apply, Commissariat General, Salon de l'Enfance, de la Jeunesse et de la Famille, 11 Rue Anatole-de-la-Forge, Paris 17.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – November 1-11.
* Apply, M. Bouchery, Commissaire-Generale, Palais de la Foire, Lille.

UTRECHT: FURNITURE AND FURNISHING FABRICS TRADE FAIR – November 4-9.
† Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Handicrafts

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (AUTUMN) – September 8-16.
* Apply, Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris.

Horticulture

HAMBURG: INTERNATIONAL HORTICULTURAL EXHIBITION 'I.G.A. 63' – April 26-October 13.
Apply, Mr. K. D. Morgenstern, 18 Lyttelton Road, London, N.2. (Tel.: Speedwell 7695 and Elgar 3675/6.)

Horological

BESANCON: 14TH INTERNATIONAL HOROLOGICAL EXHIBITION – September 5-16.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besancon.

Hospital and Medical

ROME: HOSPITAL EQUIPMENT EXHIBITION (ASSOCIATED WITH THE JOINT CONGRESS OF THE INTERNATIONAL SOCIETY OF SURGEONS AND THE INTERNATIONAL SOCIETY OF CARDIOVASCULAR SURGERY) – September 14-21.
Apply, Professor P. Valdoni, Clinica Chirurgica, Universita Policlinico, Umberto 1, Rome.

BRUSSELS: 3RD INTERNATIONAL EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – November 9-15.
Apply, Salon Int. de l'Equipement Medical et Hospitalier, 171 Avenue du Domaine, Brussels 19.

Laundry

PARIS: INTERNATIONAL LAUNDRY EXHIBITION – November 8-18.
† Apply, Commissaire General, 80 Boulevard Malesherbes, Paris 8e.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 24-29.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am-Main.

PARIS: INTERNATIONAL LEATHER WEEK September 7-12.
* Apply, Semaine International du Cuir, 2 rue Edouard VII, Paris 9e.

Motor Cars, Motor Cycles, Cycles

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 12-22.
† Apply, Verband der Automobilindustrie e.v., Post Box 725347, Westendstrasse 61, Frankfurt-am-Main 16.

PARIS: 50TH INTERNATIONAL MOTOR SHOW – October 3-13.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel.: City 5889.)

TURIN: INTERNATIONAL MOTOR SHOW – October 30-November 10
* Apply, Comitato Organizzatore Salone Int. dell Automobile, A.M.F.I.A., 61 Corso Galileo Ferraris, Turin.

(*Continued on next page*)

European Fairs (*Continued*)

Nautical

Helsinki: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE 63) – September 13-29.
Apply, The Finnish Fair, Helsinki-Töölö, Finland.

Rotterdam: 2ND INTERNATIONAL SHIPBUILDING, MARINE ENGINEERING PORT EQUIPMENT EXHIBITON – November 12-16.
* Apply, Anglian Trade Promotions Ltd., 67-69 Chancery Lane, London, W.C.2. (Tel.: Chancery 6561-3.)

Plastics

Dusseldorf: 4TH INTERNATIONAL PLASTICS FAIR (KUNSTOFFE) – October 12-20.
Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

Printing, Stationery, Office Machinery

Frankfurt: BOOK FAIR – October 9-14.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Paris: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION (SICOB) – October 11-20.
* Apply, Salon International de l'Equipement de Bureau, 6 Place de Valois, Paris.

Scientific Instruments

Utrecht: INSTRUMENT EXHIBITION – October 8-17.
† Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Sports

Wiesbaden: 24TH INTERNATIONAL SPORTS GOODS FAIR – October 13-15.
* Apply, Internationale Sportartikelmesse Wiesbaden G.m.b.H., Postfach 2034, Langgasse 17, Wiesbaden.

Paris: PROFESSIONAL OPEN AIR EXHIBITION – October 26-29.
* Apply, Spodex, 149 Rue St. Honore, Paris 1e.

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS AND CAMPING EQUIPMENT (SPOGA) – November 3-5.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

Textiles

Milan: 13TH INTERNATIONAL TRADE EXHIBITION FOR CLOTHING AND FURNISHING FABRICS (MITAM) – June 4-9.
* Apply, Mrs. Ruth Stewart, Business Representatives (London) Ltd., 19 Hanover Square, London, W.1. (Tel.: Hyde Park 1911.)

Dornbirn: 15TH INTERNATIONAL EXPORT AND SAMPLES (TEXTILES) FAIR July 12-21.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1. (Tel.: Knightsbridge 6938.)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 24-26.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

Busto Arsizio: INTERNATIONAL TEXTILE EXHIBITION – September 14-23.
† Apply, Mostra Internazionale del Cotone e delle Fibre Artificiali e Sintetiche Chimica et Macchine Tessili, Via Mameli 1, Busto Arsizio.

Dusseldorf: FASHION AND SALES WEEKS (IGEDO) – September 15-18.
* Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

Brussels: 9TH EUROPEAN TRADE SHOW OF READY-MADE GARMENTS FOR LADIES AND CHILDREN – October 9-13.
* Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (C.E.P.C.O.a.s.b.l.), 52 rue du Progres, Brussels.

Cologne: INTERNATIONAL FAIR OF LINGERIE, UNDERWEAR AND FOUNDATION GARMENTS – October 17-20.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Kensington 1700.)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE APPAREL – November 2-11.
* Apply, Salon International Du Pret A Porter Feminin, Commissariat-General, 23 rue Notre-Dame-des-Victoires, Paris 2e.

Dusseldorf: FASHION AND SALES WEEKS (IGEDO) – November 3-7.
* Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 26-29.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

1964 — General

Frankfurt: INTERNATIONAL SPRING FAIR – February 16-20.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Utrecht: INTERNATIONAL SPRING TRADE FAIR – March 9-17.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Vienna: INTERNATIONAL SPRING TRADE FAIR – March 15-22.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

Lyons: 46TH INTERNATIONAL TRADE FAIR – March 15-23.
* Apply, Robert Brandon and Partners Ltd., 10 Clifford Street, London, W.1. (Tel.: Regent 0511.)

Barcelona: BRITISH TRADE FAIR – April 1-12.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel.: Abbey 6376.)

Basle: 48TH SWISS INDUSTRIES FAIR – April 11-21.
* Apply, The Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel.: Paddington 0701.)

Milan: INTERNATIONAL SAMPLES FAIR – April 12-27.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1. (Tel.: Regent 2411.)

Zagreb: INTERNATIONAL SPRING FAIR – April 17-26.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153.)

Lille: INTERNATIONAL TRADE FAIR – April 25-May 10.
* Apply, Weigel, Leygonie and Co. Ltd., 31/32 King Street, London, W.C.2. (Tel.: Temple Bar 4825/9.)

Hanover: GERMAN INDUSTRIES FAIR – April 26-May 5.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

Lausanne: SWISS NATIONAL EXHIBITION – April 30-October 25.
Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W.1. (Tel.: Paddington 0701.)

Valencia: INTERNATIONAL SAMPLES FAIR – May 1-20.
* Apply, Feria Muestraria Internacional de Valencia, Llano del Real 2, Valencia.

Gothenburg: SWEDISH TRADE FAIR – May 15-24.
* Apply, John E. Buck and Co., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

Paris: 53RD INTERNATIONAL TRADE FAIR – May 16-28.
* Apply, French Chamber of Commerce, 74 Brook Street, London, W.1. (Tel.: Hyde Park 2744.)

Padua: 41ST INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-20.
* Apply, Spanish Tourist Service, 93 Piccadilly, London, W.1. (Tel.: Grosvenor 5853.)

Frankfurt: INTERNATIONAL AUTUMN FAIR – August 30-September 3.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 13-20.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938.)

Helsinki: FINNISH INTERNATIONAL TRADE FAIR – September 17-27.
† Apply, Suomen Messut (Finnish Fair), Töölö, Helsinki.

Marseilles: 40TH INTERNATIONAL FAIR – September 24-October 5.
* Apply, Butler's Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel.: Chancery 4224/5.)

Metz: INTERNATIONAL TRADE FAIR – September 30-October 11.
* Apply, Foire Internationale de Metz, 1 Avenue de l' Amphitheatre, Metz.

1964 — Specialized

Aeronautical

Hanover: GERMAN AVIATION EXHIBITION – April 26-May 5.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

Agricultural, Fishing

Berlin: INTERNATIONAL GREEN WEEK – January 24-February 2.
* Apply, Berliner Ausstellungen, Eigenbetrieb von Berlin, 1 Berlin 19 Masurenallee 5-15.

European Fairs (*Continued*)

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 9-15.
* Apply, Salon International de la Machine Agricole, 95 rue Saint-Lazare, Paris 9e.

VERONA: 66TH INTERNATIONAL AGRICULTURAL AND ANIMAL FARMING FAIR – March 8-16
* Apply, Secretary General, International Agricultural Fair, Palazzo del Pallone, Verona.

HANOVER: 48TH EXHIBITION OF THE GERMAN AGRICULTURAL SOCIETY – May 31-June 7.
† Apply, Schenkers Ltd., Finsbury Square, London, E.C.2. (Tel.: Met 9711.)

COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – September 4-13.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

Building, Public Works

BRUSSELS: INTERNATIONAL BUILDING EXHIBITION – February 1-9.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Capital Goods, Engineering, Machinery, Machine Tools, etc.

MUNICH: GERMAN BUILDING MACHINES EXHIBITION (BAUMA) – March 14-22.
* Apply, The Building Exhibition, 11 Manchester Square, London. W.1. (Tel.: Hunter 1951.)

CHARLEROI: 6TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-27.
* Apply, Weigel, Leygonie & Co. Ltd., 31/32, King Street, London, W.C.2. (Tel.: Temple Bar 4825.)

Chemicals

FRANKFURT: ACHEMA CHEMICAL ENGINEERING EXHIBITION AND CONGRESS – June 19-27.
Apply, Dechema Deutsche Gesellschaft für Chemisches Apparatewesen Dechema-Haus, Rheingau-Allee 25, Frankfurt.

Electrical, Radio, Television, Electronics

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – February 7-11.
* Apply, Le Syndicat des Industries de Pieces Detachees et Accessoires Radioelectriques et Electroniques, 23 Rue de Lubeck, Paris 16.

Foodstuffs, Hotel and Catering

AMSTERDAM: HOTEL AND RESTAURANT INDUSTRY FAIR (HORECAVA) – January 6-9.
* Apply, R.A.I. Gebouw N.V. Europaplein 8, Amsterdam.

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 18-27.
† Apply, Verein Ausstellungspark e. V., Therestenhohe 14. Munich 12.

Furniture, Home, Household

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 28-February 2.
† Apply Du Mont Publicity Co. Ltd., 18 Queensberrv Place. London, S.W.7. (Tel.: Kensington 1700.)

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 21-24.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place. London, S.W.7. (Tel.: Kensington 1700.)

PARIS: DOMESTIC ARTS EXHIBITION – February 24-March 15.
* Apply, Commissariat General du Salon des Arts Menagers, 15 avenue de la Division Leclerc a Puteaux, Paris.

GOTHENBURG: INTERNATIONAL EXHIBITION 'DAGENS HUSHALL' (HOUSEHOLD GOODS) – September 7-15).
* Apply, Utstallningen Dagens Hushall, Kopmannens, Vasagatan 52, Gothenburg, C.

Handicrafts

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – May 21-31.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

Horticulture

VIENNA: INTERNATIONAL GARDEN SHOW – April 16-October 11.
Apply, Wiener Stadthalle-Stadion Betriebs-und Produktiensgesselschaft m.b.H., Vienna XV, Vogelweidstrasse 14.

PARIS: FLORALIES INTERNATIONALES DE PARIS, 1964 – April 24-May 3.
Apply, Commissariat General des Floralies Internationales de Paris 1964, Grand Palais (Porte H), Avenue Alexandre 111, Paris 8e.

Inventions

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March 6-15.
* Apply, Institute of Patentees and Inventors, 207/8 Abbey House, 2/8 Victoria Street, S.W.1. (Tel.: Abbey 1616.)

Laundry

FRANKFURT: INTERNATIONAL EXHIBITION OF LAUNDRY, DRY CLEANING AND DYEING TRADES – September 27-October 4.
Apply, Deutscher Wascherei-Verband, Hansa Allee 16, Frankfurt-am-Main.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 15-20.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am-Main.

PIRMASENS: FOOTWEAR, LEATHER AND MACHINERY FAIR – May 23-28.
Apply, Messeleitung Stadverwaltung Pirmasens Dankelsbachstrasse 19, 678 Pirmasens.

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 29-September 3.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-Am-Main.

Motor Cars, Motor Cycles, Cycles

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February 6-16.
† Apply, Netherlands Cycle and Automobile Industry Association, Europaplein 8, Amsterdam, 1.

AMSTERDAM: INTERNATIONAL MOTORCYCLES, MOPEDS, CYCLES AND ACCESSORIES EXHIPITION – February 28-March 7.
Apply, Nederlandsche Vereeniging de Rijiviel en Automobiel-Industrie, Europaplein 8, Amsterdam.

COPENHAGEN: INTERNATIONAL MOTOR EXHIBITION – February 28-March 8.
† Apply, Danish Association of Automobile Manufacturers and Importers Amaliegade 22, Copenhagen k.

GENEVA: INTERNATIONAL MOTOR SHOW – March 12-22.
* Apply, Salon International de le Automobile, 5 rue Jacques-Balmat, Geneva.

Nautical

GENOA: 3RD INTERNATIONAL BOAT SHOW – January 25-February 5.
* Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel.: Esher 2882.)

STOCKHOLM: 29TH INTERNATIONAL BOAT SHOW – March 11-22.
* Apply, 'Allt For Sjon' Fäck, Stockholm 28.

COPENHAGEN: SCANDINAVIAN BOAT SHOW – March 13-22.
* Apply, Skandinavisk Baadudstilling A/S, Callisensvej 21, Hellerup.

GOTHENBURG: INTERNATIONAL SWEDISH BOAT SHOW – April 2-12.
* Apply, A.B. Svenska Batutstallningen, Stampgatan 38, Gothenburg, C.

Packaging

AMSTERDAM: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 14-21.
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Plastics

COPENHAGEN: INTERNATIONAL PLASTICS FAIR – April 10-19.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

Sports

WIESBADEN: 25TH INTERNATIONAL SPORTS GOODS FAIR – April 26-28.
* Apply, Internationale Sportartikelmesse Wiesbaden G.m.b.H., Postfach 2034, Langgasse 17, Wiesbaden.

Textiles

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE GARMENTS FOR MEN – March 8-11.
Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (C.E.P.C.O. a.s.b.l.), 52 rue du Progres, Brussels

GOTHENBURG: INTERNATIONAL TRADE FAIR FOR DOMESTIC TEXTILES AND BEDDING MATERIAL (TEXTIL 64) – March 14-22.
† Apply, John E. Buck and Co., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – March 15-18.
* Apply, John E. Buck and Co. Ltd., 47, Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

(*Continued on next page*)

INTERZUM

COLOGNE

26th — 30th JUNE, 1963

INTERNATIONAL FAIR
for Suppliers to the
FURNITURE, UPHOLSTERY and
WOOD PROCESSING INDUSTRIES

21,000 buyers from 49 countries
visited the 1961 INTERZUM

This is an opportunity you cannot afford to miss

Information, passes (at the reduced U.K. price of 10s. 6d. each) from:

DU MONT PUBLICITY CO. LIMITED,
18, Queensberry Place, London, S.W.7

Telephone: KEN 1700

European Fairs *(Continued)*

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – April 26-30.
- * Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 26-29.
- * Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – September 17-20.
- * Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – October 25-29.
- * Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 24-27.
- * Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Toys

NUREMBERG: INTERNATIONAL TOY FAIR – February 23-28.
- * Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

1965 — General

HANOVER: GERMAN INDUSTRIES FAIR – April 25-May 4.
- * Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

1965 — Specialized

Scientific Instruments

DUSSELDORF: 3RD INTERNATIONAL CONGRESS AND EXHIBITION FOR INSTRUMENTATION AND AUTOMATION (INTERKAMA) – November 10-16.
- * Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel.: Gerrard 7576.)

Toys

NUREMBERG: INTERNATIONAL TOY FAIR – February 14-19.
- * Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

Transport

MUNICH: 3RD GERMAN TRANSPORT EXHIBITION WITH INTERNATIONAL PARTICIPATION – June 25-October 3.

Apply, Verein Deutsche Verkehrs-Ausstellung München 1965 e.v Theresienhöhe 14, Munchen, 12.

Wanted

STOCKS for CASH

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.
75, FAIRFAX ROAD, SWISS COTTAGE, LONDON, N.W.6
Phone: KILburn 0581 and 0038 *Grams:* Gordon, Kilburn 0581

Overseas Trade Section

New Newspaper Headquarters Opened in Salisbury

OPENED on May 28, the new Herald House of the Rhodesian Printing and Publishing Co. Ltd. in Salisbury is a far cry from the grass-and-mud hut in which the *Herald* was first produced in cyclostile form in the pioneer days of 1891.

A glass mural containing 2,000 component pieces which dominates the foyer of the building and tells the story of the newspaper industry was manufactured in Salisbury by the Anglo African Glass Company, from glass made in Britain. Pilkington's Ltd., made the armour clad glass for the lateral areas of building frontage between the windows. F. Sage & Co., (Rhod.) Ltd. were shopfitters for the contract.

The company publishes daily newspapers in Southern and Northern Rhodesia and the only two Sunday newspapers the *Sunday Mail* and the *Sunday News*, to circulate in Central Africa. The new building will accommodate the *Rhodesia Herald* and the *Sunday Mail* and also the management of the whole Rhodesian group.

In a statement issued to coincide with the opening of the new premises, the company emphasize that it is a mistake to regard them as 'European' papers, catering only for the European section of the populations of the two Rhodesias.

'To begin with, of course, our readers were almost entirely European, for the simple reason that few Africans could read. But through the years, as State-aided education has produced a larger and larger number of literate Africans who are taking an increasingly deeper interest in the affairs of their country and of the world at large, readership has changed. Africans in the townships around Salisbury, for example, are just as avid readers of The Rhodesia *Herald* as are Europeans. Every morning the *Herald* produces a special "bill" drawing attention to some item of particular interest to its African readers, and African reporters work alongside their European colleagues in the paper's newsroom.

'The extent of the African readership has been established by an independent survey in Southern Rhodesia. This showed that out of the 41·2 per cent of adult Africans in the country who read daily newspapers at all, more than half read The Rhodesia *Herald* or *The Chronicle*, Bulawayo. Of the total number of Africans who earn more than £20 a month (the A-plus income group) 72·7 per cent read either the *Herald* or the *Chronicle*. Of those earning between £10 and £20 a month, 29·8 per cent read one or other of the two papers.

'The survey also showed that of the 13·2 per cent of Africans who read Sunday newspapers, more than one-third read the *Sunday Mail*. A similar story is told of Northern Rhodesia.'

Trade and Financial Arrangements

Anglo-Soviet Trade

REPRESENTATIVES of the Board of Trade and the Soviet Ministry of Foreign Trade met in Moscow last month for the Annual Review of the Five Year Trade Agreement between the two countries. At the conclusion of the meeting the following communique was issued:

Delegations of the Soviet Union and Great Britain carried out from May 21 to 25 the fourth annual review of the implementation of the five year Trade Agreement between the United Kingdom and the Soviet Union of May 24, 1959 as envisaged in Article 5 of the Agreement; and exchanged opinions referring to the positions of both sides in connection with the termination of the Agreement in question in June 1964.

Both delegations discussed problems of interest to both sides referring to the state of Soviet-British trade, its prospects, and circumstances hampering the pace of development of trade.

Both delegations acknowledged that since the signature in Moscow of the Five Year Trade Agreement in 1959 there had been a valueable development of trade in the two directions. They also agreed that the question of concluding a new agreement or extending the existing one should be examined, and that the appropriate talks on the above subject would take place in London at the beginnig of 1964.

The Soviet delegation during the talks was headed by the Chief of the Department for Trade with Western countries of the Ministry of Foreign Trade, Mr. A. N. Manzhulo, and the British delegation was headed by Mr. A. E. Welch, an Under-Secretary in the Board of Trade.

Turkey and Bulgaria

THE TURKISH authorities have published a list of import and export quotas attached to the Protocol dated February 5, 1963, regarding the exchange of goods between Turkey and Bulgaria in the year ending March 31, 1964, in accordance with the Trade Agreement of February 23, 1955.

The goods which it is proposed should be exported from Bulgaria to Turkey include chemicals, iron and steel, hand tools, metal working machine tools and parts, and electrical equipment. Turkish exports to Bulgaria will include fish, raisins, citrus fruits, valonia, chrome ore and boracite.

Turkey and Hungary

THE TURKISH authorities have published a list of import and export quotas attached to the Protocol dated January 26, 1963, regarding the exchange of goods between Turkey and Hungary in the year ending March 31, 1964, in accordance with the Trade Agreement of May 12, 1949.

Hungarian exports to Turkey will include chemicals, pharmaceuticals, paper, synthetic yarns, iron and steel products, hand tools, machinery and electrical machinery and equipment. Turkish exports to Hungary will include citrus fruits, valonia, tobacco, cotton, oil cakes and chrome.

Turkey and Roumania

THE TURKISH authorities have published a list of import and export quotas attached to the Protocol dated March 8, 1963, regarding the exchange of goods between Turkey and Roumania in the year ending March 31, 1964, in accordance with the Trade Agreement of April 5, 1954.

Roumanian exports to Turkey will include lubricating preparations, chemicals, wood products, paper, and metalworking machine tools. Turkish exports to Roumania will include fish, citrus fruits, valonia and valonia extract, cotton goods, tea and iron ore.

Inquiries about the above notices should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E.39, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

West Germany and Malta

ACCORDING to an announcement in the *West German Federal Gazette* of May 25, 1963, economic conversations recently took place in Bonn between representatives of the Federal German Republic and of Malta and a trade agreement was concluded on May 22 which was signed by Secretary of State Lahr for the Federal German Government and by the Minister of Commerce for Malta, Dr. Felice, for the Government of Malta.

This agreement is the first trade agreement which Malta has concluded in its own name. The agreement regulates the exchange of goods between Malta and the Federal Republic for the year 1963 and is retrospective to January 1, 1963.

Morocco and Austria

THE MOROCCAN *Bulletin Officiel* of May 3, 1963, published an announcement extending the trade agreement of May 10, 1958, between Morocco and Austria.

The extension is for one year from April 1, 1963. Quota lists are unchanged.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

V-JET
BUSINESS MAN'S GUIDE TO AUSTRALIA

Are you a business man bound for Australia?

Then get a copy of the "Business Man's Guide to Australia", a new Australia and New Zealand Bank Publication, designed specially to fit the pocket and provide just the kind of practical information which experience has shown is invaluable to the busy executive. Information ranges from tipping to rainfall figures, from shopping hours to taxi and drive-yourself rates, together with coloured maps of the main Australian cities.

The Business Man's Guide to Australia is issued free to all men of business. Get your copy today.

Australia and New Zealand Bank Limited

A·N·Z

OVER 975 BRANCHES AND AGENCIES
HEAD OFFICE:
71, CORNHILL, LONDON E.C.3.
TEL: AVENUE 1281

Trade and Financial Arrangements *(Continued)*

Morocco and Switzerland

THE MOROCCAN *Bulletin Officiel* of April 5, 1963, announced the renewal, from January 1, 1963, to December 31, 1963, of the current trade agreement with Switzerland. Quotas under the agreement are unchanged.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Norway

THE MOROCCAN *Bulletin Officiel* of April 5, 1963, announced the renewal, from January 1, 1963, to December 31, 1963, of the current trade agreement between Morocco and Norway. Quotas under the agreement are unchanged.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

European Free Trade Association

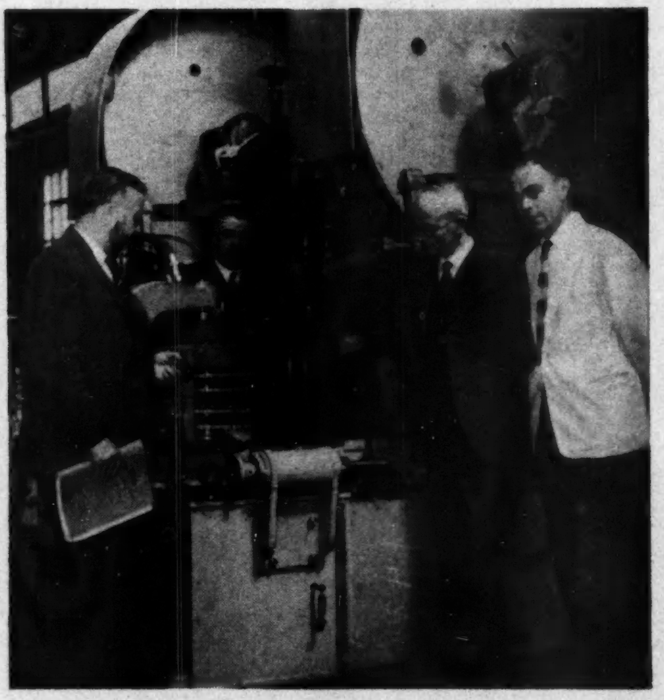
THE BOARD OF TRADE announce that Amendment List No. 5 to the EFTA Compendium for the Use of Exporters has now been published by H.M. Stationery Office.

Traders are reminded that orders for this service of amendments may be placed with branches of H.M. Stationery Office, price 10s. per annum.

British Trade Commissioner's Office, Montreal

AS FROM June 4, the telephone number of the British Trade Commission will be 866-5863.

Indonesian Trade Prospect



Mr. P. R. Oliver (*left*), British Commercial Counsellor and Consul-General at Djakarta, Indonesia, recently visited Stenner's of Tiverton Ltd., and E. V. Twose (Manufacturing), Ltd., also at Tiverton, to look into the marketing possibilities for their products in Indonesia. He is seen at Stenner's accompanied by Mr. F. E. Day, Board of Trade Regional Officer, Bristol (*second right*), and Mr. R. J. Piercey, director, of Stenner's (*right*).

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Constructional Projects for Public Works Secretariat. (Further Information.) Closing date October 1. E.S.B. 14859/63.

Water Supply Scheme for Ministerio de Economia. July 1. E.S.B. 17876/63.

AUSTRALIA

Switchgear for State Electricity Commission of Queensland. July 3. E.S.B. 18330/63.*

Construction of Oil Refinery for Amoco Australia Pty. Limited. Closing date not known. E.S.B. 18111/63.

Sewage Plant Equipment for Metropolitan Water, Sewerage and Drainage Board, Sydney. (Advance Information.) E.S.B. 18331/63.

Remote Control Equipment for Regional Electricity Board, Townsville. July 3. E.S.B. 17877/63.*

Postmaster General's Dept., Melbourne:

Audio Frequency Delay Unit. August 13. E.S.B. 17881/63.
Transmission Apparatus. August 15. E.S.B. 17882/63.*

The Electricity Commission of N.S.W.:

Batteries and Chargers. July 15. E.S.B. 17848/63.*
Transformers. July 15. E.S.B. 17831/63.*

BURMA

Aerial Coupling Units for Posts and Telegraphs Department. June 17. E.S.B. 17885/63.*

Conduit Pipes; Asbestos Wicks for Ministry of Industry. June 26. E.S.B. 18113/63.*

Sprayer Cock Valves for Engineering Industry Project I.D.C. June 25. E.S.B. 18333/63.*

Civil Stores Committee (1):

Railway Line and Accessories. June 24. E.S.B. 17880/63.*
Alternator Sets. June 24. E.S.B. 17879/63.*
Tinned Fish. (Further Information.) E.S.B. 502/63.*

CEYLON

Fittings and Linings for Tea Chests for Ceylon Plywoods Corporation. June 20. E.S.B. 18122/63.

Agriculture Machinery for Ministry of Agriculture. (Further Information.) Tender documents now available. E.S.B. 16252/63.*

Aluminium Sulphate; Bleached Sulphate Wood Pulp for Eastern Paper Mills Corporation. July 2. E.S.B. 17872/63.

Ministry of Health:

Pump Chair. (Further Information.) Tender documents now available. E.S.B. 17829/63.*
Bottles. (Further Information.) Tender documents now available. E.S.B. 17830/63.*

CHILE

Road Construction Projects for Ministry of Public Works. (Pre-qualification procedure.) Closing date not known. E.S.B. 33041/62.*

ETHIOPIA

Telephone and Telegraph Equipment for Imperial Board of Telecommunications of Ethiopia. June 29. E.S.B. 17883/63.*

FORMOSA

Kraft Liner Board for Central Trust of China. June 17. E.S.B. 17875/63.*

GHANA

Permanent Way Materials for Ghana Supply Commission. June 28. E.S.B. 17841/63.

GREECE

Laboratory Glassware for Ministry of Trade. June 28. E.S.B. 17900/63.*

Pentane for Hellenic State Railways. June 18. E.S.B. 17884/63.*

INDIA

Bulldozers, etc; Hoisting Equipment for U.P. State Electricity Board. July 10. E.S.B. 18175/63.

Platform Truck for Madras Port Trust. July 12. E.S.B. 18174/63.*

Quarrying Plant and Equipment for J. and K. Minerals Ltd., Jammu. June 20. E.S.B. 17858/63.

Ships Propellers, Shafts, etc. for Hindustan Shipyard Ltd. (Further Information.) Closing date extended to July 1. E.S.B. 15179/63.*

Sand Classifier for Ramgangh Project. (Further Information.) Tender cancelled. E.S.B. 17251/63.

Transformers and Switchgear for Punjab State Electricity Board. (Further information.) Tender documents now available. E.S.B. 16059/63.*

Damodar Valley Corporation:

Railway Wagons. July 11. E.S.B. 18188/63.*
Water Treatment Plant. July 30. E.S.B. 18166/63.

India Stores Department:

Oil Transfer Pumps. July 16. E.S.B. 18337/63/D.L.F.
Lathes. July 4. E.S.B. 18164/63.

Ministry of Railways:

Brake Blocks. (Further Information.) Tender documents now available. E.S.B. 17254/63.*
Foundry Plant. (Further Information.) Tender documents now available. E.S.B. 15105/63.*

Chittaranjan Locomotive Works:

Compressors. June 20. E.S.B. 18169/63.
Ingot Moulds. June 21. E.S.B. 18170/63.
Paint Mixing and Storage Plant. June 22. E.S.B. 18168/63.

The Singareni Collieries Company Ltd.:

Gate End Boxes. July 20. E.S.B. 17896/63.*
Steel Wire Ropes. June 22. E.S.B. 17893/63.*
Coal Cutting Machines. July 11. E.S.B. 17895/63.*
Mining Equipment. July 18. E.S.B. 17894/63.*

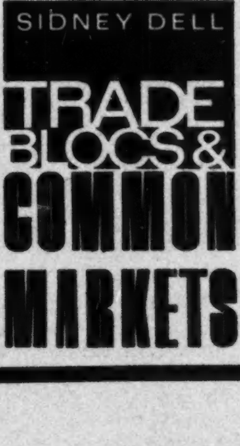
National Coal Development Corporation Ltd.:

Electric Drills. June 17. E.S.B. 17863/63.*
Timber Processing Plant. June 22. E.S.B. 18171/63.
Circuit Breakers; Transformers. June 17. E.S.B. 18172/63.*
Steel Rolling Shutters. June 22. E.S.B. 18146/63.
Grinding Machines. June 17. E.S.B. 17868/63.*
Lathes. June 17. E.S.B. 17867/63.*
Radial Drilling Machines. June 17. E.S.B. 17869/63.*
Power Hacksaws; Shaping Machines. June 17. E.S.B. 17864/63.*

Atomic Energy Establishment:

Filter Testing Equipment. (Further Information.) Tender documents now available. E.S.B. 15149/63.*
Transformers. June 25. E.S.B. 18198/63.
Voltmeter. July 15. E.S.B. 18194/63.
Micro-Ammeter. July 15. E.S.B. 18193/63.

(*Continued on next page*)



On June 6 Constable published a unique and important book entitled TRADE BLOCS & COMMON MARKETS (25s.) by Sidney Dell, an economist in the Department of Economic and Social Affairs at the United Nations. Distinguished by its world-wide scope and global viewpoint the book is unique in providing within the covers of a single volume an intelligent layman's guide to *all* the principal common markets — EEC, ECSE, EFTA, COMECON, etc. — throughout the world.

Beginning with a brief history of the origin of Trade Groupings, and the post-war recovery and integration of Western Europe, Sidney Dell examines the whole world step by step with regard to its territorial and Economic Present and Potential. Through its pages, World Trade becomes an adventure, punctuated with facts and figures.

Three ambassadors to the UN and two Economics Professors from Harvard and Yale have sent advance recommendations of TRADE BLOCS & COMMON MARKETS. A full descriptive leaflet is available from the publishers, **Constable & Co. Ltd., 10-12 Orange Street, London, W.C.2.**

SIDNEY DELL
TRADE BLOCS & COMMON MARKETS

Information for U.K. Exporters (*Continued*)

Holder for Helium Gas. July 17. E.S.B. 18195/63.
Exhaust Fans. June 18. E.S.B. 18196/63.
Electric Furnace. June 21. E.S.B. 18192/63.
Aluminium Tubes. June 18. E.S.B. 18103/63.
Hydrogen Purifier. (Further Information.) Tender documents now available. E.S.B. 16830/63.*
Electrical Equipment. (Further Information.) Closing date postponed to June 17. E.S.B. 13064/63.
Turret Punch Press. (Further Information.) Tender documents now available. E.S.B. 16826/63.*
Zircaloy Tubes, Rods, Sheets and Wire. June 19. E.S.B. 18104/63.

IRAN

Steel Rod for Imperial Iranian Army. June 25. E.S.B. 17865/63.*

IRAQ

Cartons for Government Oil Refineries Administration. June 29. E.S.B. 18315/63.
Laundry Equipment for Ministry of Health. July 7. E.S.B. 18309/63.

Iraqi Ports Administration:

Floating Dock. August 17. E.S.B. 18304/63.
Bolts and Nuts. July 7. E.S.B. 18305/63.

Ministry of Municipalities:

Construction of Wells. August 15. E.S.B. 18316/63.
Electrical Sets. June 29. E.S.B. 18308/63.

Central Foreign Purchasing Authority:

Antibiotics. (Further Information.) Tender Specifications and Conditions available. E.S.B. 17526/63.*
Radio Telephone Equipment. (Further Information.) Tender Specifications and Conditions available. E.S.B. 16850/63.*

Ministry of Defence:

Machinery and Ancillary Equipment. June 23. E.S.B. 17523/63.*
Thread. June 30. E.S.B. 18301/63.*
Stop Watch. July 3. E.S.B. 18199/63.*
Chemical Reagents. June 26. E.S.B. 18200/63.*
Laboratory Instruments. (Further Information.) Tender Specifications and Conditions available. E.S.B. 17522/63.*
Chemical Laboratory Equipment. (Further Information.) Tender Specifications and Conditions available. E.S.B. 17521/63.*
Welding Materials. June 30. E.S.B. 18302/63.*

KENYA

City Council of Nairobi:

Parking Meters. July 8. E.S.B. 18105/63.*
Sulphate of Alumina. June 24. E.S.B. 18328/63.*

KOREA

Office of Supply:

Cigarette Making Machinery. June 26. E.S.B. 18179/63.*
X-Ray Units; Chisel Mortisers. June 24. E.S.B. 18180/63.*

KUWAIT

Furniture for Ministry of Education. June 26. E.S.B. 7305/63.
Hemp Rope for The Kuwait Oil Co. Ltd. June 23. E.S.B. 17852/63*
Registration of Road Contractors for Ministry of Public Works. Closing date not known. E.S.B. 17943/63.
Uniforms; Rifle Slings for Ministry of Interior. June 30. E.S.B. 18318/63.

MALAYA

Mobile Crane for Malayan Railway. June 24. E.S.B. 18165/63.

NEW ZEALAND

Cable for Wellington City Cororation. June 25. E.S.B. 18311/63.*

General Post Office:

Cotton Drill. July 5. E.S.B. 18312/63.*
Milliwatt Test Set. July 3. E.S.B. 18313/63.*
Transmission Towers. July 19. E.S.B. 18342/63.*

PAKISTAN

Insulator for W.A.P.D.A., Lahore. June 20. E.S.B. 18325/63.*

Pakistan Western Railway:

Paper. June 19. E.S.B. 18341/63.*
Board, Century, Straw and Ticket. June 19. E.S.B. 18326/63.*

PORTUGUESE EAST AFRICA

Railway Points for Ports, Railways and Transport Department. August 19. E.S.B. 17854/63.

SALVADOR

Glass Insulators for La Proveeduria General de la Republica. June 26. Tender documents (in Spanish) available. E.S.B. 17856/63.*

SARAWAK

Fertilisers for Department of Agriculture. June 30. E.S.B. 18324/63.

SOUTH AFRICA

Glue Brushes for Cape Provincial Administration. June 25. E.S.B. 17866/63.*
Shot Blast Machine; Dust Extraction Unit for South African Railways.. June 28. E.S.B. 18140/63.*

State Tender Board:

Compressor. July 2. E.S.B. 18178/63.*
Laboratory Equipment. June 27. E.S.B. 18327/63.*
Diesel Engines. June 20. E.S.B. 18131/63.*
Magneto Bells. July 31. Tender documents available for loan. E.S.B. 18136/63.*
Water Boring Machines. June 20. E.S.B. 18173/63.*
Veterinary and Agricultural Equipment; Laboratory Equipment. June 20. E.S.B. 18143/63.*
Laboratory Apparatus. June 18. E.S.B. 18163/63.*
Protective Clothing. June 25. E.S.B. 18133/63.*
Laboratory Glassware. June 17. E.S.B. 18142/63.*
Table Cloths and Counterpanes. June 18. E.S.B. 18130/63.*
Radio Beacon. June 27. E.S.B. 18162/63.*
Cotton Ticking. June 19. E.S.B. 18134/63.*
Battery Chargers. June 27. E.S.B. 18132/63.*
Milling Machine. July 2. E.S.B. 18144/63.*
Box and Pan Folding Machines. June 28. E.S.B. 18135/63.*
Sponge Cloths. June 18. E.S.B. 18145/63.*

SPAIN

Electricity Distribution Equipment for Ministerio de Obras Publicas. June 22. E.S.B. 18303/63.

SUDAN

Telephone Hand-Sets for Department of Posts and Telegraphs. July 16. E.S.B. 18335/63.*

THAILAND

Glass Ampoules for the Pharmaceutical Service. June 17. E.S.B. 18151/63.
Soda Ash for Glass Organisation. June 26. E.S.B. 18152/63.
Pure White Offset Paper for Thailand Tobacco Monopoly. June 18. E.S.B. 18157/63.
Mail Bag Conveyors for Posts and Telegraphs Department. June 20. E.S.B. 18156/63.*
K. H. Meters for the Metropolitan Electricity Authority. (Further Information.) June 20. Tender documents are now available. E.S.B. 17295/63/D.L.F.*

State Railways of Thailand:

Nails. June 17. E.S.B. 18323/63.
Cable. June 20. E.S.B. 18319/63.*

TUNISIA

Port Improvement Project for Ministry of Public Works. June 15. E.S.B. 17861/63.*

TURKEY

Timber for Allied Land Forces, South Eastern Europe. July 8. E.S.B. 18338/63.*
Workshop Machinery for State Railways Administration. June 17. E.S.B. 18121/63.*

Turkish Maritime Bank:

Air Compressors and Air Bottles. June 18. E.S.B. 17859/63.
Anchors. June 20. E.S.B. 17860/63.*
Chain Cables. June 20. E.S.B. 18787/63.*
Compound Wound Motors. June 21. E.S.B. 18185/63.*
Washing Machine. June 27. E.S.B. 18186/63.*

UNITED STATES OF AMERICA

Switchgear for Grant County Public Utilities District. (Further Information.) Tender documents now available. E.S.B. 17557/63.*
Powerhouse Equipment for U.S. Corps of Engineers. (Further Information.) Tender documents now available. E.S.B. 16511/63.*

Bureau of Reclamation, Denver:

Power Plant Equipment. July 2. E.S.B. 18115/63.*
Automatic Data Logging Equipment; Transmitter-Receiver Sets. June 18. E.S.B. 18116/63.*
Butterfly Valves. June 25. E.S.B. 18336/63.*
Power Plant Equipment. June 20. E.S.B. 18117/63.*
Radial Gate Hoists. June 20. E.S.B. 18118/63.*

Agency and Export Opportunities, Market Surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries

Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia

Agency inquiry for diesel engines. (E.S.B. 18280/63.)
Inquiry for electrical equipment. (E.S.B. 4974/63.)
Reference to the Special Advisory Authority in respect of plastic coated fibre-glass yarns. (C.R.E. 3548/63.)

Belgium

Agency inquiry for hospital equipment and apparatus; medical supplies .(E.S.B. 17938/63.)
Agency inquiry for contractors' plant spare parts. (E.S.B. 17986/63.)

Brazil

Opportunity for British scientific apparatus. (G.D. 1798/G.)

Burma

Inquiry for spare parts for servicing lifts; wire rope. (E.S.B. 18034/63.)

Canada

Inquiry for briar smoking pipes. (E.S.B. 18402/63.)
Inquiry for caps and containers for cosmetics; bottles. (E.S.B. 17147/63.)

Ceylon

Economic report—January-March 1963. (CRE 1403/60.)

Costa Rica

Agency inquiry for milk cans and seals; bottles. (E.S.B. 17375/63.)
Inquiry for toilet preparations. (E.S.B. 17479/63.)

Information for U.K. Exporters (*Continued*)

Denmark

Market report on portable power tools. (E.S.B. 12238/63.)

Egypt

Inquiry for machinery for making asbestos floor tiles. (E.S.B. 17047/63.)

France

Agency inquiry for building materials. (E.S.B. 17792/63.)
Agency inquiry for air conditioners; heating equipment; thermostats. (E.S.B. 17717/63.)
Agency inquiry for medical equipment. (E.S.B. 17666/63.)
Agency inquiry for building materials; plastics, etc.—further information. (E.S.B. 11610/63.)
Agency inquiry for cotton fabrics; sports goods. (E.S.B. 18105/63.)
Agency inquiry for furniture. (E.S.B. 16653/63.)
Trade prospects in the Strasbourg and Jura areas. (E.S.B. 17134/63.)

Germany

Agency inquiry for packaging machinery. (E.S.B. 18076/63.)
Agency inquiry for electric blankets; confectionery. (E.S.B. 14752/63.)
Inquiry for knitwear—further information. (E.S.B. 14603/63.)
Inquiry for confectionery; biscuits. (E.S.B. 17945/63.)
Import of fruit preparations. (C.R.E. 158/62.)

Ghana

Inquiry for machinery for mixing talcum powder. (E.S.B. 17499/63.)
Collaboration – light industries; machinery and plant; glass making plant. (E.S.B. 12641/63.)

Greece

Economic report – April 1963. (C.R.E. 4828/G/2.)

India

Economic report – January-March 1963. (C.R.E. 2220/G.)

Indonesia

Economic report – March 1963. (C.R.E. 1062/63.)

Israel

Agency inquiry for sports goods; stationery; toys and dolls. (E.S.B. 18244/63.)
Agency inquiry for steel; tubes. (E.S.B. 17964/63.)
Monthly economic report for April 1963. (C.R.E. 3000/G./4.)

Jamaica

Agency inquiry for builders hardware; wire. (E.S.B. 17771/63.)

Kuwait

Inquiry for call systems; electrical measuring instruments. (E.S.B. 17740/63.)

Lebanon

Economic report, January-March 1963. (C.R.E. 3314/63.)

Liberia

Inquiry for enamel ware; machinery and plant. (E.S.B. 10809/63.)

Macao

Inquiry for woollen yarns; piece goods; fish .(E.S.B. 18242/63.)

Netherlands

Agency inquiry for knitwear. (E.S.B. 17640/63.)
Inquiry for vehicle accessories and components. (E.S.B. 17630/63.)

New Zealand

Agency inquiry for hacksaw and bandsaw blades. (E.S.B. 18283/63.)

North America

Visits of department store buyers. (E.S.B. 9038/63.)

Panama

Market report on commercial laundry and dry-cleaning machinery and equipment. (E.S.B. 15506/63.)

Philippines

Agency inquiry for chemicals; pigments. (E.S.B. 17956/63.)
Economic report – April 1963. (C.R.E. 1323/63.)

South Africa

Agency inquiry for woollen piece goods. (E.S.B. 18205/63.)

South Korea

Economic report – January-March 1963. (C.R.E. 196/59.)

Sweden

Agency inquiry for veterinary pharmaceuticals; laboratory articles. (E.S.B. 17904/63.)
Agency inquiry for gelatine powder. (E.S.B. 17728/63.)
Inquiry for cranes. (E.S.B. 17648/63.)

Switzerland

Agency inquiry for sanitary equipment; building and insulating materials. (E.S.B. 17670/63.)
Agency inquiry for chemical industry equipment; laboratory equipment. (E.S.B. 17699/63.)

United States of America

Agency inquiry for hand tools; packaging equipment; materials handling equipment; vehicle accessories; constructional steel; municipal supplies. (E.S.B. 17628/63.)
Agency inquiry for baby carriages; juvenile furniture. (E.S.B. 17912/63.)
Inquiry for solvents. (E.S.B. 17656/63.)
Inquiry for chemicals. (E.S.B. 17715/63.)
Inquiry for orthopaedic materials. (E.S.B. 17463/63.)
Inquiry for premium gift goods. (E.S.B. 17377/63.)
Inquiry for steel rods. (E.S.B. 18230/63.)
Inquiry for furnishing fabrics. (E.S.B. 16668/63.)
Manufacture under licence – cutlery. (E.S.B. 17359/63.)
Market report on speciality foods. (E.S.B. 39999/62.)

Venezuela

Economic report – January-March 1963. (C.R.E. 2475/2/G.)

Yugoslavia/Turkey

Trade agreement. (C.R.E. 5718/G.)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).

SHIPPING & FORWARDING: COLLECTION SERVICES: AIR FREIGHT & GROUPAGE: PACKING: IMPORTS: TRAVEL: INSURANCE

Meadows

When urgent services or information are required phone:

London	MONarch 8030	Hull	36735
London Airport	Colnbrook 2871	Leith	2621
Liverpool	Maritime 2070	Bristol	293391
Glasgow	CITy 3311	Bradford	28234
Manchester	CENtral 8951	Ipswich	55051
Manchester Airport	MERcury 3225	Leicester	29456
Southampton	25033	Stoke-on-Trent	47021
Birmingham	Midland 7451	Northampton	32711
Birmingham Airport	Sheldon 5217	Nottingham	53288
Southend Airport	544780	Renfrew Airport	3854

THOMAS MEADOWS & COMPANY LIMITED. 20-28 MILK STREET
LONDON, E.C.2

AND AT OFFICES AS QUOTED ASSOCIATED COMPANIES AND CORRESPONDENTS THROUGHOUT THE WORLD

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Details of Tariff Changes

DETAILS ARE GIVEN below of the changes made in the Australian Tariff by Customs Proposals which came into effect on May 24, 1963. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
77	Non-defatted flours or meals of oil seeds or oleaginous fruit covered by Item 92, but not including mustard flour or peanut butter:						
	[(A) Soya bean flour per cental	Free	3s. 1½d.	4s. 0d.	Free (Under new Item 77 (A))	Free	Free
	(B) Linseed flour or meal; safflower seed flour or meal; soya bean meal	Free	Free	Free	No change (Under new Item 77 (A))		
	(C) Other] per cental	1s. 6d.	2s. 0d.	2s. 0d.	No change (Under new Item 77 (B))		
	(A) Derived from soya bean, linseed or safflower seed	No change (Under former Item 77 (B))			Free	Free	Free
	per cental	Free (Under former Item 77 (A))	3s. 1½d.	4s. 0d.			
	(B) Other *per cental*	No change (Under former Item 77 (C))			1s. 6d.	2s. 0d.	2s. 0d.
107	[No item.]						
	(*New item*) *Artificial fur in the piece being a material consisting of wool hair or other fibres gummed to textile fabric in a manner imitating fur skins* *ad val.*	No change (Under former Item 105 (E) (1) prior to November 31, 1962)			5%	15%	27½%
176	(K)[(1) Differential meters not having a guaranteed accuracy providing for a maximum error of 2 per cent over a range of capacity from full flow to one-quarter of full flow *ad val.*	17½%	45%	45%	No change		
	ad val.	Exempt	Primage duty 5%	10%	(Under new Item 176 (K) (1))		
	(A 'differential' meter is comprised of a primary and secondary element and depends for its operation on the difference of pressure between two points (such as upstream and downstream of an orifice plate) set up by the flow of fluid through the orifice or other primary element, such difference of pressure being an indication of the flow. The primary element is the device that produces the differential head such as the Orifice or Venturi Tube and the secondary element is the device that measures the differential.)]						
	Meters, gauges, controllers and the like, not covered by sub-item (L):						
	(1) Differential meters not having a guaranteed accuracy providing for a maximum error of 2 per cent over a range of capacity from full flow to one-quarter of full flow *ad val.*	No change			17½%	45%	45%
	ad val.	(Under former Item 176 (K) (1))			Exempt	Primage duty 5%	10%
	[(7) Regulating and controlling devices, automatic, for regulating temperature humidity pressure vacuum or rate of flow, and parts specially designed therefor, but not including goods covered by paragraph (3), Item 175 (B) or Item 175 (C)] *ad val.*	Free	7½%	7½%	No change (Under new Items 176 (L) (1) and (L) (4) (e))		
	No paragraph. *ad val.*				10% (Under new Items 176 (L) (3) (a), (L) (3) (b), (L) (3) (c), (L) (3) (d) and (L) (4) (b))	17½%	17½%
	(L) [Machinery and equipment, n.e.i., of the type used exclusively for the extraction, manufacture or refining of sugar] *ad val.*	22½%	37½%	47½%	No change		
	ad val.	5%	Primage duty 10%	10%	(Under new Item 176 (N))		
	(1) Indicators, recorders, integrators, automatic pneumatic regulating and controlling devices, temperature measuring or recording instruments and other goods covered by paragraph (2), (3), (4) or (5), as prescribed by Departmental By-laws *ad val.*	No change (Under former Item 176 (K) (7) and Items (K) (2) and (K) (8))			Free	7½%	7½%
	(2) Differential pressure type (Venturi) flow indicators or recorders or integrators or combinations thereof, of types (including parts, n.e.i., and accessories, n.e.i., specially designed for use therewith) designed primarily for measuring in a closed pipe, having a guaranteed accuracy providing for a maximum error of 2 per cent over a range of capacity from full flow to one-quarter of full flow and not utilizing a strip chart instrument for display:						
	(a) Using sensing elements of the sealed bell direct linkage type complying with the following specifications, viz.: *Rated for measuring static pressures not exceeding 5 in H_2O over ranges not exceeding 1·8 in H_2O and not less than 0·15 in H_2O;* *Rated for measuring static pressures not exceeding 50 p.s.i. gauge pressure over ranges not exceeding 6 in H_2O and not less than 2 in H_2O;* *Rated for measuring static pressures not exceeding 400 p.s.i. gauge pressure over ranges not exceeding 14·3 in H_2O and not less than 8 in H_2O;* *Rated for measuring static pressures not exceeding 6,000 p.s.i. gauge pressure over ranges not exceeding 1,200 in H_2O and not less than 50 in H_2O* *ad val.*	Free (Under Item 176 (K) (2))	7½%	7½%	10%	17½%	17½%
	(b) Using sensing elements of the non-metallic diaphragm direct linkage type rated for measuring static pressures not exceeding 2·5 p.s.i. gauge pressure over ranges not exceeding 7 in H_2O and not less than 1 in H_2O *ad val.*				10%	17½%	17½%
	(c) Using sensing elements of the metallic diaphragm direct linkage type rated for measuring static pressures not exceeding 3,500 p.s.i. gauge pressure over ranges not exceeding 1,200 in H_2O and not less than 50 in H_2O *ad val.*	Free	7½%	7½%	10%	17½%	17½%
	(d) Using sensing elements of the ring balance direct linkage type rated for measuring static pressures not exceeding 5 p.s.i. gauge pressure over ranges not exceeding 2 in H_2O and not less than 1 in H_2O *ad val.*	(Under Item 176 (K) (2))			10%	17½%	17½%

Australia (*Continued*)

Tariff Item	Goods		Former Duties			New Duties		
			British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
	(3) *Regulating and controlling devices, automatic, for the control of temperature humidity pressure vacuum or rate of flow, including parts, n.e.i., and accessories, n.e.i., specially designed for use therewith, but not including chlorination controllers and parts therefor or goods covered by Item 175 (B) or 175 (C):*							
	(*a*) *Pneumatic devices for the control of temperature as follows, viz.:* *Of the gas filled closed system type, over a temperature range of 0 to 1,000°F.;* *Of the resistance thermometer type, over a temperature range of 0 to 1,200°F.;* *Of the thermocouple type, over a temperature range of 0 to 3,000°F.*	*ad val.*				10%	17½%	17½%
	(*b*) *Pneumatic devices for the control of pressure or vacuum, as follows, viz.:* *Of the Bourdon type, over a range of 0 to 5,500 p.s.i. gauge pressure;* *Of the bellows type, over a range of 0 to 30 p.s.i. gauge pressure;* *Of the diaphragm type, over a range of 0 to 50 in H_2O;* *Of the bellows type, over a range of 0 to 30 in Hg (vacuum)*	*ad val.*	Free	7½%	7½%	10%	17½%	17½%
			(Under former Item 176 (K) (7))					
	(*c*) *Pneumatic devices for the control of flow being controllers of the type suitable for the control of goods covered by paragraph* (2)	*ad val.*				10%	17½%	17½%
	(*d*) *Pneumatic devices being combinations of goods covered by sub-paragraph* (*a*), (*b*) *or* (*c*)	*ad val.*				10%	17½%	17½%
	(*e*) *Other*	*ad val.*	No change			Free	7½%	7½%
			(Under former Item 176 (K) (7))					
	(4) (*a*) *Actuators, piston or diaphragm types, of a work rating within the range 30 ft. lb. to 3,000 ft. lb. (both inclusive)*	*ad val.*	27½%	55%	57½%	25%	35%	35%
				Primage duty				
		ad val.	Exempt	5%	10%			
			(Under Item 208 (A) (2))					
	(*b*) *Pneumatically operated control valves*	*ad val.*	Free	7½%	7½%	10%	17½%	17½%
			(Under former Item 176 (K) (7))					
		ad val.	27½%	55%	57½%			
				Primage duty				
		ad val.	Exempt	5%	10%			
			(Under Item 208 (A) (2))					
	(5) *Temperature measuring instruments operating from a primary element of the resistance or thermocouple type, the measuring element being of the slide wire self balancing potentiometer or bridge type, arranged for display by either or both clock dial indicator and circular chart recorder recording by four separate single recording pen arms or less, including such goods capable of the averaging summation or difference evaluation of temperature or heat values, and parts, n.e.i., and accessories, n.e.i., specially designed for use therewith*	*ad val.*	Free	7½%	7½%	10%	17½%	17½%
			(Under Item 176 (K) (8))					
	(N) [No sub-item.] (*New sub-item*) *Machinery and equipment, n.e.i., of the type used exclusively for the extraction, manufacture or refining of sugar*	*ad val.*	No change			22½%	37½%	47½%
							Primage duty	
		ad val.	(Under former Item 176 (L))			5%	10%	10%
	(P) Nozzle testing outfits for testing the breaking or opening pressure of compression ignition engine fuel injection nozzles	*ad val.*	27½%	45%	50%	Free	7½%	7½%
178	Motive power machinery and appliances (except electric), viz.: (C) Parts for internal combustion piston engines, not being electrical starting equipment or ignition equipment:							
	(8) (*New paragraph*) *Fuel injection equipment for compression ignition engines, and parts, n.e.i., therefor*	*ad val.*	27½%	45%	50%	Free	7½%	7½%
			(Under former Item 178 (L))					
	[(L) Fuel injection equipment for compression ignition internal combustion engines, and parts therefor]	*ad val.*	27½%	45%	50%	Free	7½%	7½%
						(Under new Item 178 (C) (8))		
208	(A) Manufactures of metal, n.e.i.: (3) (*New paragraph*) *Manually operated diaphragm valves not suitable for operation by remote control*	*ad val.*	No change			27½%	55%	57½%
							Primage duty	
		ad val.	(Under Item 208 (A) (2))			Exempt	5%	10%
273	Carbide of calcium: (*A*) *As prescribed by Departmental By-laws*	*per lb.*	½d.	2d.	2d.	Free	Free	Free
				Primage duty				
		ad val.	5%	10%	10%			
			(Under former Item 273)					
	(*B*) *Other*	*per ton*				£7	£18 13s. 4d.	£18 13s. 4d.
			No change				Primage duty	
		ad val.	(Under former Item 273)			5%	10%	10%
310	(A) (2) Articles [n.e.i.], *not covered by paragraph* (1), used for outdoor and indoor games; golf ball centres or cores; golf club heads, finished or unfinished; forgings for golf club heads; wooden parts of tennis racquets; fishing appliances, n.e.i.	*ad val.*	17½%	55%	60%		No change	
				Primage duty				
		ad val.	Exempt	5%	10%			

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

(*Continued on page* 1315)

ROBERT HOUGH

PROPRIETORS
LIMEHOUSE
PAPERBOARD
MILLS LTD.

WASTE PAPERS • ALL TEXTILE WASTES • RAGS
ROPES • JUTE • FLAX • HEMP • SISAL • MANILA
ALL TYPES OF COTTON WASTE

VICTORIA HOUSE, NARROW STREET, LONDON, E.14. *Phone:* EASt 5632/5
Telex No. 21372. *Cables:* PAPERSTOCK, LDN, E.14.
TEMPLE MILL, MARLOW, BUCKS. *Phone:* MARLOW 4488.

Manufacturers & Processors - Importers & Exporters

ROBERT HOUGH
RH
SINCE 1860

American Express opens new freight centre!

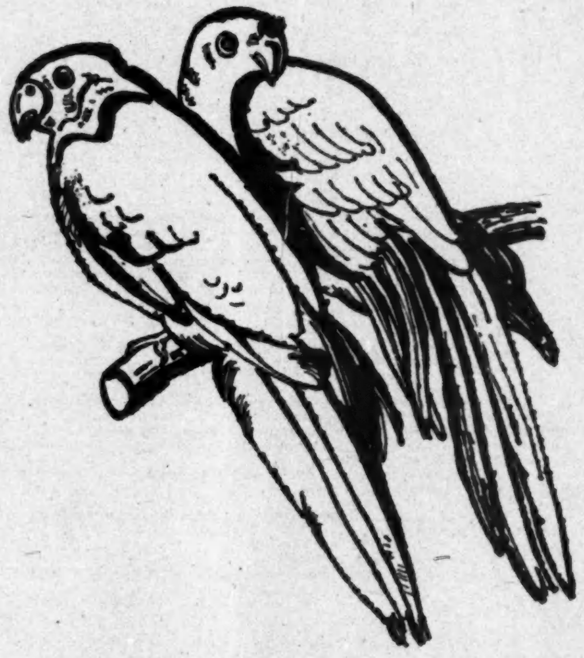
Yes, American Express are the freight experts too! And they've opened another air freight centre. This one is at Elmdon Airport, Birmingham. Fast American Express service will speedily arrange your freight shipments at a moment's notice. Anywhere in the world. Business or private. So if you have an air freight problem ring, write or call in and get fixed up!

AMERICAN EXPRESS

London Office:
Building 129, North Side, London (Heathrow) Airport.
Birmingham Office: Elmdon Airport, Birmingham 26

People who know...say

RUAKAKA



And that's because this word means 'nesting place of the Kakas, (a species of parakeet). Hence, a hole in a tree trunk – and the name of a place in New Zealand noted for farming. You didn't know? There's really no reason why you should, for it's a Maori word. And we know that (and can tell you a lot more than that) because we know a great deal about New Zealand – because we are the National Bank of New Zealand. As such, we provide a comprehensive banking service through a network of 165 branches and agencies in the North and South Islands. In doing this we have acquired a great deal of useful information on many topics, commercial and otherwise, which we gladly provide to anybody who may be interested in doing business with our country. So when you want to know more about New Zealand, ask us—

The National Bank

OF NEW ZEALAND LIMITED

Established 1872

HEAD OFFICE: 8 MOORGATE, LONDON, EC2. Telephone: MONARCH 8311

More than 165 branches and agencies throughout New Zealand

Australia (*Continued*)

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL APPLIANCES AND MATERIALS, viz.: Cable, co-axial, of the helical membrane type .	449 (A) (1)	Free
GOODS, OTHERWISE CLASSIFIABLE UNDER TARIFF ITEM 176 (L) (2) (3) (4) or (5), for all purposes other than for use in steam raising or furnace aplpications, under security . .	176 (L) (1)	Free
MACHINE TOOLS FOR WORKING METALS OR METALLIC CARBIDES, viz.: Lathes, Capstan, having a collet capacity not exceeding one-half inch, of one inch or over one inch, being of the fully geared headstock type and not including those of the counter-shaft driven cone pulley or direct V-belt drive types	172 (A) (1)	Free
PARTS, OTHERWISE CLASSIFIABLE UNDER TARIFF ITEM 176 (L) (2), for use in the repair of meters of the type covered by Tariff Item 176 (L) (2), under security . . .	176 (L) (1)	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

ARTIFICIAL RESINS AND PLASTIC MATERIALS being polymerization and copolymerization products of the styrene type, as follows: Styrene-butadiene-acrylonitrile (A.B.S.) copolymers for modification and/or compounding with colour, filler, stabilizer and lubricant, but not including any such copolymers which as imported, i.e., without further processing, are commercially suitable for moulding or extrusion, under security . . Styrene-butadiene-acrylonitrile (A.B.S.) copolymers for use in the manufacture of pipes or pipe fittings, U.S., under security . .	368 (B) (1) (a)	Free
ELECTRICAL APPLIANCES AND MATERIALS: Circuit breakers, air break, for use at voltages exceeding 1,000	449 (A) (1)	Free
EYEPIECES, GLASS, not being lenses, for goggles, viz.: (a) Of tinted glass, flat or curved . . . (b) Of colourless glass, curved . . .	449 (A) (1)	Free
KINDERGARTEN MATERIALS for use in kindergarten teaching, as follows: Blocks, wooden, shaped, which can be assembled to represent the facade or general forms of buildings, in outfits, with or without spheres on stands representing trees	349	Free
It was announced in the *Board of Trade Journal* of May 17, under the heading Revision of Customs By-laws (page 1165), that certain by-laws covering paper and paperboard under Tariff Item 449 (A) (1) had not as yet been carried forward but were available for reinstatement on request. The following item has now been restored as a standing by-law: Paper and paperboard, plain or printed, otherwise classifiable under Tariff Item 336 or 337 as used for excluding light from sensitized photographic films	449 (A) (1)	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive Item indicated:

MISCELLANEOUS MACHINERY AND APPLIANCES, viz.: Fuel injection equipment for compression ignition internal combustion engines and parts for such equipment, but not including: Single cylinder pumps, and parts therefore, of the types having a constant plunger stroke and incorporating fuel ways in the plunger and the barrel for the purpose of regulating the quantity of fuel injected per plunger stroke with or without advance devices, fuel feed pumps or governors; Nozzles, and parts therefore, being of the types for which, in the opinion of the Minister, suitably equivalent goods are reasonably available from Australian manufacture .	178 (C) (8)	Free

Decisions on Tariff Classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification of Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES, viz.: Sodium: Polymetaphosphates	280 (J) (2) (b)	25% *ad val.*
ELECTRICAL APPLIANCES AND MATERIALS, viz.: Switch units: Circuit breakers, outdoor, viz.: For use at voltages exceeding 1,000 . .	179 (B) (1) (a)	Various
Not suitable for voltages exceeding 1,000 . NOTE: For the purposes of Item 179 B 1 a, outdoor circuit breakers are of a type designed for mounting outdoors without the necessity for an additional weatherproof housing or covering. The term does not include those types of circuit breakers or switch units which may consist of an arrangement of indoor electrical equipment inside an outdoor weatherproof housing. Subject to the foregoing the application of Item 179 B 1 a is restricted to the circuit breaker proper and does not include ancillary or associated equipment such as current transformers or isolating switches or control panels unless such goods are integrally incorporated on or within the circuit breaker proper. This decision operates as a change of practice in respect of all contracts advertised on or after May 20, 1963, or in respect of contracts arranged privately for orders placed overseas on and after June 1, 1963. In the latter case the goods must be entered for home consumption on or before December 31, 1963.	179 (B) (7)	22½% *ad val.*

Parts Orders

THE REVISED Parts Order No. 1 published in the *Board of Trade Journal* of October 6, 1961 (page 753) is amended as follows:

Parts Order No. 45

1. This order may be cited as Parts Order No. 45.
2. This order shall take effect from May 24, 1963.
3. Parts Order No. 1 is further amended by:
   - (a) deleting from the definition of excluded parts in paragraph 3 (1) (2) the following reference:
     Tariff Item 178(L)
   - (b) deleting from the definition of excluded parts in paragraph 3 (1) the following reference:
     (10) paper and board in the form of discs, ovals, small squares and other small shapes not exceeding 144 inches in area, covered by Tariff Item 340 C.

Prefatory Notes

MINISTERIAL DIRECTION No. 12 under Prefatory Note 12*

1. This direction may be cited as Ministerial Direction No. 12.
2. This direction shall take effect from May 24, 1963.
3. The First and Second Columns of the Table to paragraph 4 of Ministerial Direction No. 1, published in the *Board of Trade Journal* of September 30, 1960 (pages 774 and 775) are amended as follows:

First Column Description of Driven Units	Second Column Description of Driving Units
Under the heading 'Specific': By adding: Goods covered by Tariff Item 176 (L).	All

Prefatory Note (6)

In determining the Free on board price:

Unless the importer otherwise requests, departmental exchange lists shall be used for the conversion of foreign currency to Australian currency, applicable at the date of exportation of the goods.

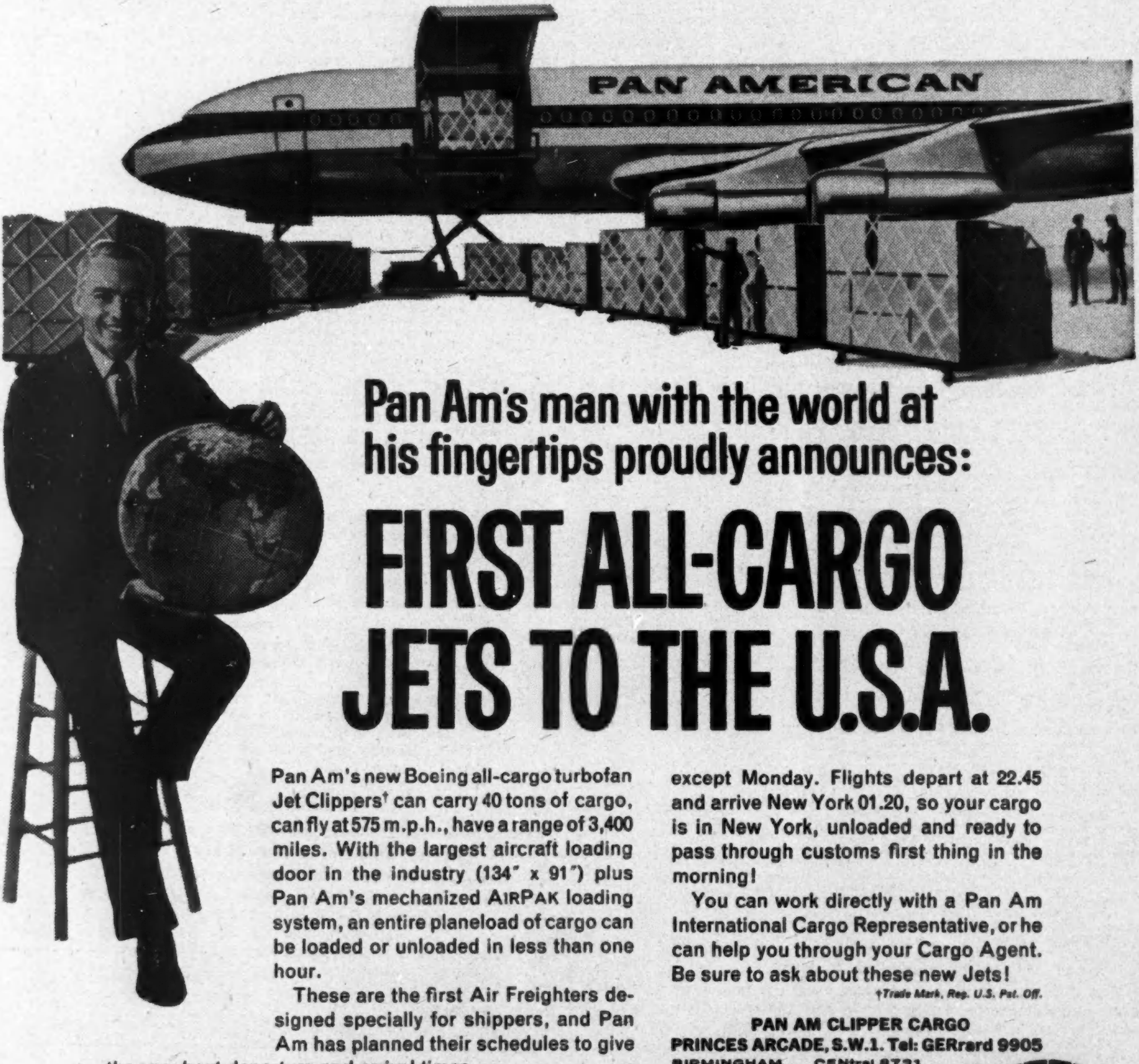
---

*Published in the *Board of Trade Journal* of April 6, 1962 (page 777).

(*Continued on page* 1317)

COMING.....

The aircraft to open the new cargo era



Pan Am's man with the world at his fingertips proudly announces:

FIRST ALL-CARGO JETS TO THE U.S.A.

Pan Am's new Boeing all-cargo turbofan Jet Clippers† can carry 40 tons of cargo, can fly at 575 m.p.h., have a range of 3,400 miles. With the largest aircraft loading door in the industry (134" x 91") plus Pan Am's mechanized AIRPAK loading system, an entire planeload of cargo can be loaded or unloaded in less than one hour.

These are the first Air Freighters designed specially for shippers, and Pan Am has planned their schedules to give the very best departure and arrival times.

From London, Pan Am will offer flights to New York daily except Monday. Flights depart at 22.45 and arrive New York 01.20, so your cargo is in New York, unloaded and ready to pass through customs first thing in the morning!

You can work directly with a Pan Am International Cargo Representative, or he can help you through your Cargo Agent. Be sure to ask about these new Jets!

†Trade Mark, Reg. U.S. Pat. Off.

PAN AM CLIPPER CARGO
PRINCES ARCADE, S.W.1. Tel: GERrard 9905
BIRMINGHAM CENtral 8731
MANCHESTER DEAnsgate 3981
GLASGOW CITy 5744

WORLD'S LARGEST AIR CARGO CARRIER · WORLD'S MOST EXPERIENCED AIRLINE

PAN AM

AUSTRALIA

Amendment of Tariff Board Inquiry Announcement

TARIFF Item 176 (Z) (1) quoted in reference (2) **on lever operated gear pulley blocks, chain hoists and chain pulley blocks** as published in the *Board of Trade Journal* of May 24 (page 1212) should have read as 176 (Z). Details of this Tariff Item are as follows:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
176	(Z) Chain hoists and chain pulley blocks, viz.:			
	(1) Spur gear . . *ad val.*	20%	35%	40%
	(2) Other . . . *ad val.*	Free	7½%	7½%

SINGAPORE

Pioneer Industrial Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
(A) Nylon spinning, weaving and knitting	(i) Nylon yarn. (i) Nylon cloth. (iii) Nylon knitted hosiery. (iv) Gents and children nylon shirts, trousers, vests and briefs. (v) Ladies nylon blouses, coats, slacks, skirts and briefs.
(B) Textile weaving; textile finishing: household textile made-up goods	(i) Woven textile fabrics; raised, bleached, dyed and printed textile fabrics; table cloth, bed sheets, pillow cases, terry towels and other household made-up goods from locally woven fabrics.

This notice means that the Minister of Finance is satisfied that the products mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before June 24, 1963, for (A) and on or before June 25, 1963, for (B).

The Singapore Government have also declared the following to be Pioneer Industries and Pioneer Products under the above mentioned ordinance:

Industries	Products
(A) Garments	Wearing apparel, nylon knitted goods.
(B) Chemicals	(i) Sodium hydroxide. (ii) Sodium chlorate. (iii) Chlorine.

A preliminary notice of the intention of the Singapore Government to designate (A) appeared in the *Board of Trade Journal* of September 14, 1962, page 585. A similar notice about (B) appeared in the *Board of Trade Journal* of February 15, 1963, page 436. Further inquiries about the Pioneer Industries Legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2317) quoting reference C.R.E. 6197/2G.

FEDERATION OF MALAYA

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya have announced that subject to representations made in writing to the Ministry of Commerce and Industry before June 22, 1963, it is proposed to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	*Product*
Chemical	Calcium sulphate

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the product mentioned above should be made in the Federation of Malaya. Firms to which Pioneer certificates are granted will enjoy the benefit of exemption from Federation Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

United Kingdom manufacturers who require further information about Pioneer Industries legislation are invited to get in touch with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 1236/4/G.

knowledge
through close contact with Dominion affairs
information
on all aspects of commercial and industrial activity
experience
gained during one hundred years of banking
service
first-class and up-to-date
Bank of New Zealand
Incorporated with limited liability in New Zealand in 1861
London Main Office: 1 Queen Victoria Street, London, E.C.4
Piccadilly Circus Office: 54 Regent Street W1
Head Office: Wellington, New Zealand
Over 380 Branches and Agencies

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 ● TELEX. 55103 ● Grams: WHITELEY, POOL-IN-WHARFEDALE

the OECD OBSERVER

- An authoritative publication which highlights important trends in the economies of Western Europe and North America.
- Readable and informative articles on aid to developing countries will keep you abreast of investment possibilities in new markets and producing areas.
- The latest information on international agreements governing capital movements and other financial operations.
- Progress reports on pilot development areas in European countries – Greece, Ireland, Italy, Sardinia and Turkey.

In short the OECD Observer gives in condensed form, for the busy executive, an account of the many and varied activities of the Organization for Economic Co-operation and Development, most of which have a direct influence on industry and business in the twenty Member countries.

Bi-monthly, 15s. p.a.; single copies 3s. each.

*

For those who have more time to spare, the OECD also issues comprehensive reports, studies and statistical compilations covering a very wide field. *OECD Publications, 2 rue André-Pascal, Paris 16e, France*, will be glad to supply you with an up-to-date catalogue and to keep you informed of new titles as they appear.

OECD publications are obtainable from the Government Bookshops in London, Edinburgh, Manchester, Birmingham, Cardiff, Bristol and Belfast, or through any bookseller.

ORGANISATION FOR ECONOMIC CO-OPERATION AND DEVELOPMENT

1863

1963

Our century in the East

When we opened our first branch in Calcutta in 1863, India was at the beginning of an industrial revolution. The foundations had been laid of the great tea, cotton and jute industries which were setting out on the roads that were to take them to their present important position in world trade. And at every stage *we were there*—to advise, to assist, to provide banking services. As a result, we have grown, too. In this Centenary Year our organisation comprises 167 branches in India, Pakistan, Ceylon, Aden, Somalia, East Africa and the Rhodesias. The reason for our growth? You will find it in the unrivalled quality of our service.

NATIONAL AND GRINDLAYS BANK LIMITED

HEAD OFFICE:
25 BISHOPSGATE, LONDON, E.C.2
Telephone: LONdon Wall 4040

London Offices: 54 Parliament St. S.W.1 Telephone: WHItehall 1468
13 St. James's Sq. S.W.1 Telephone: WHItehall 4611
Bankers to the Government in Aden, Kenya, Uganda, Zanzibar

CEYLON

Imports of Engineering Stores

IN IMPORT CONTROL Trade Notice No. 13 and Import Control Notice No. 22/63 issued by the Ceylon Controller of Imports and Exports on May 15, 1963, it was announced that engineering firms would be granted additional import allocations of approximately 75 per cent of their 1961 imports for the items listed below. Importers were informed that they may place orders on the basis of this arrangement but were warned that shipment of goods could be effected only against valid import licences issued by the Control.

Customs Classification Code Nos.	*Quota Items*
711-05.03 711-05.04 711-05.99	Stationary internal combustion diesel and semi-diesel engines and parts – other.
711-09.03	Engines, n.e.s., parts and, and other engine parts.
716-01.01	Pumps, semi rotary, centrifugal and self-priming, for liquids.
716-01.02	Pumps for liquids – parts.
716-13.40 716-13.41	Oil filtering equipment and spares.
716-13.60	Atomizers, sprayers and equipment and parts for insect and pest control in the above industries.
629-09 716-13.99 716-14	Mechanical power transmission equipment including lubricators, pulleys, bearings, conveyor belting and Vee belts, clutches, couplings and speed reducers.
716-13.99	Fire protection sprinkler equipment and fire extinguishers and parts.
716-13.00 721-19.99	Oil firing equipment (oil burners, etc.) including electric preheaters and control gear.
716-13.99	Withering fans and fans for industrial purposes excluding domestic ceiling, table and pedestal fans.
716-14	Ball, needle and roller bearings and parts for general machinery.
721-01.01	Transformers and converters of 20 amperes and over carrying capacity, complete and parts.
721-01.02	Control and switch gear comprising all gear of 20 amperes and over carrying capacity, complete and parts.
721-01.03	Generators, alternators, dynamos and exciters, complete and parts.
721-01.04	Dynamo lighting sets, n.e.s., complete and parts.
721-01.10	Electric motors and starters below 1 h.p., complete and parts.
721-01.11	Electric motors and starters 1 to 5 h.p., complete and parts.
721-01.12	Electric motors and starters 5 h.p. and over, complete and parts.
721-01.99	Electric generators, motors and starters, converters, transformers and switchgear complete and parts – other.
721-01.99	Switches under 20 amperes.
721-05	Telephones and communication equipment.
721-08	Electric measuring instruments of 20 amperes or 20 volts carrying capacity and over complete and parts (ammeters, voltmeters, etc.).
721-19	Conduit tubing and fittings, adhesive tapes and insulating materials and electrical flame failure equipment.
721-19.99	Power factor correction capacitors.
721-19.99	Electrical machinery, apparatus and appliances, n.e.s., and parts or accessories not assignable to a particular class of electrical machinery – other.
721-19.99	Electrical insulation varnishes.

Advance Import Allocations

THE FOLLOWING Import Control Notice was published by the Ceylon Controller of Imports and Exports on May 17, 1963, informing members of the general public of the 1963 import quotas for certain items of interest:

Advance Import Allocations for 1963 were released to the trade in January to March this year for a very wide range of essential imports.

It is estimated that nearly 50 per cent of the goods ordered against these advance allocations will arrive in the Island during April-August 1963.

Balance import quotas will be released to the trade for the licensing period July-December 1963.

It is estimated that about 65 per cent of the goods imported against licences issued in 1963 will arrive in the Island during the second half of this year.

In addition to the imports under the 1963 Trade Quota Allocations goods will be imported into the Island during the year on the basis of:

(a) Direct imports by Government and State Corporations.
(b) Actual-User imports of raw materials and accessories required by manufacturing industries.
(c) Imports against Certificates of Essentiality or Letters of Credit opened by importers prior to the introduction of import restrictions.

Motor spares:	C.i.f. value Rs.
Total value of advance quotas for 1963	10,925,574
Total value of 1963 imports against L/CC opened before October 10, 1962	3,434,172
	14,359,746
Total value of imports during October-December (1962)	3,775,223
Government/CTB import allocations for 1963 (approx.)	15,000,000
Provisional Estimate, Balance Quotas for 1963	3,000,000
Tyres and tubes:	
Total value of advance quotas – for cars	3,119,888
Total value of advance quotas – for trucks, vans and lorries	5,322,129
Total value of advance quotas – for other vehicles	2,112,125
C.T.B. allocation for 1963 (approx.)	6,000,000
Provisional Estimate Balance Quotas for 1963	3,000,000
Newsprint:	
Total value of Advance Trade Quotas for 1963 (up to date)	3,200,000
Total value of allocations to Actual Users (1963)	3,635,298

Other items of general interest.

Advance Trade Quotas (as at April 20, 1963):

Description	C.i.f. value in Rs. or Percentage of 1961 imports
Timber	2,163,818
Beedi tobacco	(full allocation for 1963)
Canes and rattans	100%
Medicinal (Ayurvedic) herbs	100%
Vegetable seeds	130%
Cheese	401,280
Textiles (fabrics/sarees) (six months quota)	40,000,000
Fishing nets	896,070
Bags/sacks for packing	80%
Insecticides, fungicides, weedicides, disinfectants and similar preparations	120%
Miscellaneous chemical materials	100%
Distemper and colouring materials	1,234,923
Paints, lacquers, varnish, etc.	4,529,835
Perfumery and cosmetic toilet preparation	571,473
Waxes, polishes, pastes, etc.	425,345
Explosives	856,711
Leather	100%
Printing and writing paper	1,089,494
Paper boards	1,049,486
Fibre boards, etc.	277,735
Paper bags, cardboard boxes, etc.	79,607
Books and periodicals	3,500,000
Optical lenses and frames	277,706
Sports goods	524,000
Phonograph, gramophone records and recording tapes	72,350
Musical instruments and parts thereof	235,561
Slates and school supplies	362,081
Photograph paper, plates and films	1,257,070
Photographic chemicals	126,414
Photographic apparatus (spares)	113,160
Sensitized duplicating paper	78,532
Medical and scientific appliances	1,034,845
Insulated cables and wires	1,002,467
Radio spares	170,300
Sewing machines (components)	1,318,653
Electric fans (components)	200,434
Refrigerators, spares	259,812
Bicycle spares	2,227,374
Batteries, wireless	4,462,028
Cement	103,000 tons
Lamps, lanterns	1,853,109
Electric torches	391,365
Sanitaryware	1,083,765
Sheet-window glass	1,545,080
Bottles, glass, etc.	256,200
Glass tumblers, domestic	70,045
Scientific glassware	100%
Roofing tiles	2,987,000 tiles
Manufactures of asbestos, etc.	80%
Base metals (six months quota)	21,066,971
Implements and tools	2,836,356
Wire cables, ropes, netting mesh, etc.	75%
Nuts, screws, bolts, etc.	1,089,338
Needles and pins	99,479
Door and window fittings	1,373,125
Metal fittings (tea chests, etc.)	80%

(*Continued on next page*

Ceylon (*Continued*)

N.B. – The above Statement does not include:

(a) Value of Special licences issued for 1963, against L/CC established by importers prior to October 10, 1963.
(b) Value of Government/State Corporation imports.
(c) Value of import licences issued to 'Actual User' importers of industrial raw materials (approx. Rs. 97m. up to April 20, 1963).

Extension of Validity of Import Licences

IMPORT CONTROL Notice No. 23/63 issued by the Ceylon Controller of Imports and Exports on May 21, 1963, announced that the period of validity of all import control licences issued valid for shipment up to June 30, 1963, were automatically extended for shipment up to August 31, 1963.

ST. CHRISTOPHER, NEVIS AND ANGUILLA

Customs Tariff Changes

STATUTORY RULES and Orders, 1963, No. 9, amends the First Schedule to the St. Christopher, Nevis and Anguilla Customs Tariff as follows:

Item No.	Commodity	Unit for Classification	Unit for Duty	Rates of Duty	
				Preferential	General
112-04.1	*Brandy not exceeding strength of proof spirit	per gal.	liq. gal.	11·00	12·25
112-04.2	Other brandy	per gal.	liq. gal.	11·00	12·25
112-04.05	*Whisky – of a strength not exceeding proof spirit . . .	per gal.	liq. gal.	11·00	12·25
112-04.06	Other whisky	per gal.	liq. gal.	11·00	12·25
112-04.07	*Gin of a strength not exceeding proof spirit	per gal.	liq. gal.	11·00	12·25
112-04.08	Other gin	per gal.	liq. gal.	11·00	12·25
851-02.2	Footwear with leather uppers and rubber soles	doz. pr.	value	10%	20%

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

MEXICO

Imports of Animal and Vegetable Fats

ACCORDING to a notice published in the Mexican *Diario Oficial* on May 18, 1963, instructions have been issued to Customs Houses throughout the country, effective immediately, prohibiting the import of all kinds of animal and vegetable fats, with the exception of shipments consigned to the Banco Nacional de Comercio Exterior.

VENEZUELA

Copyright Legislation

AN ENGLISH translation is now available of the Venezeulan Copyright Law of December 12, 1962. The translation may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

UNITED STATES

Proposed New Tariff

NOTICE of a public hearing by the Tariff Commission on the draft Sixth Supplemental Report, proposing certain changes in the new United States tariff schedules, was given in the *Board of Trade Journal* of May 3, page 1047, and again on May 10, page 1107. The public hearing has been held, and the report in its final form has been issued by the Tariff Commission and may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4.

Canadian Labour Standards

The official annual bulletin 'Provincial Labour Standards' (Department of Labour of Canada) sets out the standards which are in effect in the provinces of Canada with respect to child labour, holidays, hours of work and other matters relating to employment. A publication from the same source 'Workmen's Compensation in Canada' October 1962 is also now available. Queen's Printer, Ottawa, 35 cents each.

HOW MANY COPIES CAN A COPY TYPIST COPY BEFORE THE COPY PAPER DRIVES HER UP THE WALL?

"zxcvbnm!" giggled our Marilyn when we put this question to her. Well she might. For she always uses our own YD Cut Bank, the lucky qwertyuiop*.

YD Cut Bank comes in a box. So Marilyn can keep a stack of it in her desk . . . and still have plenty of room for tissues, nail-varnish and last month's Tender Romances. Incidentally the box also means that every sheet stays clean and usable—and makes stocks easy to check.

Six gay shades put colour into Marilyn's life—and help her avoid sending the MD's confidential copies to the Canteen Manageress. Cut Bank even does something for the girl's typing. But not much. And nothing at all for her spelling.

Marilyn speaks for typists everywhere. "YD Cut Bank," she says, "is asdfghjkl!" Can you deprive your girls of it?

* *Puzzled? Take a look at the nearest typewriter keyboard.*

YD Cut Bank
in the business-like box

YATES DUXBURY & SONS LTD · HEAP BRIDGE PAPER MILLS · BURY · LANCS

CANADA

'Made in Canada' Ruling

THE FOLLOWING ruling has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Textile polishing or glossing machines, also referred to as textile electrifying machines, used in finishing pile and nap fabrics.

(Ruling effective June 27, 1963).

The above information is contained in Canadian Department of National Revenue Memorandum Series D.51-12-1 dated May 27, 1963.

BARBADOS

Customs Tariff Changes

THE BARBADOS Customs Duties (Amendment) Order, 1963, provides for the following amendments to the First Schedule to the Customs Tariff:

(1) the addition of:

No.	Item	Unit		Rate of Duty	
		For Classification	For Duty	Preference	General
552-01.6	Toothpaste and powder (including denture powder and dental soaps)	lb.	Val.	10%	20%

(2) the deletion of items 716-12.1 and 716-12.8

(3) the amendment of the rates of duty to the following items as indicated below:

No.	Item	Unit		Rate of Duty	
		For Classification	For Duty	Preference	General
031-01	Fish, fresh, chilled or frozen	lb.	100 lb.	$1·00	$1·00
048-03	Macaroni, spaghetti, noodles, vermicelli and similar preparations	lb.	Val.	15%	20%
062-01.1	Sugar confectionery	lb.	Val.	20%	40%
112-03.1	Beer and ale in bottle	gal.	gal.	$1·50	$1·56
112-03.2	Beer and ale in wood	gal.	gal.	$1·50	$1·56
112-03.3	Stout and porter in bottle	gal.	gal.	$1·50	$1·56
112-03.4	Stout and porter in wood	gal.	gal.	$1·50	$1·56
244-01	Cork, raw and waste (including natural cork in blocks and sheets)	lb.	Val.	Free	10%
265-09.1	Coir fibre	lb.	Val.	Free	10%
265-09.2	Other textile fibres, n.e.s., and wastes of such fibres	lb.	Val.	Free	10%
533-03.2	Paints and enamels	lb. & gal.	Val.	15%	16%
552-01.3	Other toilet waters (e.g. eau-de-cologne, lavender water, florida water, etc.)	gal.	Val.	20%	30%
552-01.4	Other perfumes with or without alcohol	liq. oz.	Val.	20%	30%
552-01.5	Cosmetics: Toilet preparations except soaps (e.g. powder, rouge, lipstick, hair dyes, bath salts, deodorants, etc.)	lb.	Val.	20%	30%
591-01.1	Loaded cartridges	doz. & lb.	Val.	20%	30%
591-01.2	Lead shot, buck shot and bullets	lb.	Val.	20%	30%
591-03	Pyrotechnical articles	—	Val.	20%	30%
599-01.9	Synthetic plastic materials in blocks, sheets, rods, tubes, powder and other primary forms.	—	Val.	Free	10%
657-01	Carpets, carpeting, floor rugs, mats, matting and tapestries of wool and fine hair	sq. yd. & lb.	Val.	20%	30%
657-02	Carpets, carpeting, floor rugs, mats, matting and tapestries of textile fibres, other than wool and fine hair	sq. yd. & lb.	Val.	15%	25%
657-03	Carpets, carpeting, floor rugs, mats and matting of vegetable plaiting materials (including coconut matting), n.e.s.	sq. yd. & lb.	Val.	15%	25%
673-01.1	Jewellery	—	Val.	25%	35%
673-01.3	Other goldsmiths' and silversmiths' wares including articles for household use (e.g. dishes, salvers, tea sets, cups, etc.)	doz.	Val.	25%	35%

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey London, E.C.4. (Tel. City 5757, Ext. 471).

(*Continued on next page*)

Planning
to establish
a branch in

CANADA ?

Then you should read 'Your Guide to Business in Canada', a copy of which will be gladly sent to you by our Business Development Department, 47 Threadneedle St., E.C.2.

BANK OF MONTREAL

Head Office: Montreal

MAIN LONDON OFFICE:
47 THREADNEEDLE ST., E.C.2
D. R. McCallum, Manager

WEST END OFFICE:
9 WATERLOO PLACE, S.W.1
G. L. Williams, Manager

John H. F. Turner, O.B.E., Assistant General Manager
European Division - resident London, England

Over 900 Branches and Offices throughout Canada and Abroad

For the most difficult shipments, the most fragile cargoes, for the most urgent occasions or important business, the route to

TOKYO is by ALITALIA

passing through the main markets of the Orient on fast Super DC-8 Jets

ALITALIA places at your disposal the latest in freighting systems, a perfectly-organized service which guarantees rapid shipment, a network of offices throughout all the five continents.

From LONDON

via Rome
Karachi
Bombay
Bangkok
Hong Kong

via Rome
Bombay
Bangkok
Hong Kong

call your agent or nearest ALITALIA office

LONDON 251-259 Regent St. WI REGent 8641
MANCHESTER 521 Royal Exchange, 2 Deansgate 2202
GLASGOW 62 Buchanan ST. CI City 3804
DUBLIN 53 Middle Abbey St. I Tel. 49422

BARBADOS

Exemptions from Import Duty

THE BOARD OF TRADE have received copies of Orders which amend the Second Schedule of the Barbados Customs Tariff Act 1921 (Table of Exemptions from Import Duty) by inserting the following:

(1) All building materials and equipment imported by or on behalf of 'The Sisters of the Sorrowful Mother Inc.' to be used exclusively in the construction of the St. Joseph Hospital at Ashton Hall in the parish of St. Peter, on the certificate to that effect of the resident Sister.

(2) All chemicals, apparatus, articles, materials and equipment, including vehicles, imported by or on behalf of Florida State University for use exclusively in the weather research project and operations of the University on the certificate to that effect of the person in charge of the said project.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Assets

THE IMPENDING LIQUIDATION of the following Indian businesses has been reported by H.M. Consulate-General in Lourenco Marques. Claims against their assets must be submitted by June 24.

District of Inhambane	**District of Zambezia**
Babu Morarji	Mangalgi Maturada (Heirs)
Parshotan Gordhandas & Sons	Manilal Mangalgi
Mangalal Jinabhai	Laxmidas Mangalal

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Horse Guards Avenue, Whitehall, London, S.W.1 (Tel. Trafalgar 8885, Ext. 3082), quoting reference number CRE. 1906/61.

ALGERIA

Import Quotas for Great Britain

IT HAS been announced in Algiers that quotas are open for the import from Great Britain of the following: Stilton Cheese, confectionery, chewing gum, breakfast cereals, biscuits and rusks, including dietary bread, Christmas puddings and cakes, jams and marmalades, radio receivers and miscellaneous goods. No quota values have been stated. Applications are to be submitted by June 8, 1963.

Inquiries regarding this notice should be made to Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Customs Tariff Applications

CUSTOMS TARIFF Application List No. 338, published as Government Notice No. 309 in the Republic of South Africa *Government Gazette* of May 24, 1963, states that the Board of Trade and Industries has received the following applications affecting the Republic's Customs Tariff:

For an increase in duty on:

1 Toy pistols and revolvers of metal, from 15 per cent *ad valorem* to 35 per cent *ad valorem*.

2 (a) Liquid petroleum gas regulating valves with capacities not exceeding 57 cubic feet per hour propane nominal rating (144,000 BTU's per hour); and

(b) all liquid petroleum gas cylinder valves;

from free of duty to 20 per cent *ad valorem* in each case.

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South

South Africa (*Continued*)

African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1, quoting reference (1) CRE 6194/63; (2) CRE 6195/63.

For the withdrawal of rebate facilities on

Cardboard, fibreboard, strawboard and millboard, by amending tariff item 498 (1) to read as follows:

'Linenboard and leatherboard, but excluding pulpboard for building purposes, for the manufacture of shoe stiffeners.' (BTI Ref. 28/9 14.)

It is expected that the South African Industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African Board of Trade and Industries they should communicate with the Commercial Relations and Exports Department as above, quoting reference CRE 6196/63.

For the amendment of Tariff Item 126:

The Department of Customs and Excise has suggested that, in order to restate the tariff position more clearly and to eliminate administrative problems under the present tariff Item 126(a) and (b) should be amended to read as follows:

	'126 (*a*) Base metals, n.e.e.:—			
(i)	Mattes	—	10%	—
(ii)	In blocks, ingots or other unwrought forms; waste and scrap	—	Free	—
(iii)	Wrought rods or bars	—	Free	—
(iv)	Wrought plates, sheet and strip	—	10%	—
	(*b*) Nickel and nickel alloys:—			
(i)	Nickel mattes	—	10%	—
(ii)	Unwrought nickel or nickel alloys; waste and scrap	—	Free	—
(iii)	Wrought bars, rods, angles, shapes and sections	—	Free	—
(iv)	Wire (United Kingdom)	Free	3%	—
(v)	Wrought plates, sheets and strip	—	Free	—
(vi)	Powder or flakes	—	Free	—
(vii)	Tubes, pipes and blanks thereof; pipe fittings; hollow bars	—	Free	—"

NOTE.—The Commissioner states that alloys of base metal which contain more than 10 per cent by weight of nickel (except those in which iron predominates by weight) are internationally classified as nickel alloys and that this interpretation is followed by his Department.

Any British interest desiring further information about the above proposal should communicate with the Commercial Relations and Exports Department as above, quoting reference CRE 6197/63.

Bank Advances and the Economy

The current issue of the Treasury 'Bulletin for Industry' deals with Bank advances and the economy and with developments in Britain's ports. Copies on application to Central Office of Information, Hercules House, Hercules Road, London, S.E.1.

SWINDON WILTS

NEW INDUSTRIAL ESTATE

Single story Factories with two floor Offices now being built and ready for early occupation

TO BE LET

ROGERS
CHAPMAN &
THOMAS

388 STRAND
LONDON WC2
TEM 9841

Skyways COACH AIR

AIR FREIGHT SERVICE

*

24 hours

LONDON
-PARIS

Depot to Depot

*

Commodity rates available from

Skyways COACH AIR

7 Berkeley Street · London · W1 · SLOane 9681

FIDUCIA·ET·FIDES

THE BRITISH BANK
OF THE MIDDLE EAST

Incorporated by Royal Charter 1889

HEAD OFFICE: 7 KING WILLIAM STREET, E.C.4
Mansion House 2643 (6 lines)

CAPITAL AND PUBLISHED RESERVES £5,437,000
A member of the Hongkong Bank Group

CHAIRMAN: Sir Dallas Bernard, Bart.

DEPUTY CHAIRMAN: G. C. R. Eley, C.B.E.

GENERAL MANAGER: C. F. Warr, O.B.E.

BRANCHES

ADEN · INDIA · IRAQ · JORDAN · LEBANON · LIBYA · MOROCCO
SAUDI ARABIA · TUNISIA · ABU DHABI · BAHRAIN · DUBAI
KUWAIT · MUSCAT · QATAR · SHARJAH

ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

FEDERATION OF RHODESIA AND NYASALAND

Customs Tariff Application

THE BRITISH TRADE COMMISSIONER at Salisbury has reported that the Ministry of Commerce and Industry has received an application for increased duty on structural ironwork and steelwork for belt conveyors. The intention of this application is to exclude these commodities from Tariff Item 97 (2) (Buckets and belt conveyors and conveyor belts and belting) and to classify them under Tariff Item 122 (1) (g) where they would attract rates of duty of 35 per cent; 25 per cent; 25 per cent; 20 per cent instead of 10 per cent; 5 per cent; free; free as at present. (*Note:* Britain would become liable to the duty of 20 per cent if the application was successful.)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 6160/63. The closing date for the receipt of evidence by the Federal Ministry of Commerce and Industry is July 4, 1963.

FRANCE

Global Quotas

THE FRENCH *Journal Officiel* of May 17, 1962, announced the opening of a quota for the import from all countries of oranges falling within Tariff Heading 08-02 A I ex a, b, c, d. Imports may be effected from May 30 to September 30.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Modifications to French Customs Tariff

THE FRENCH *Journal Officiel* of May 17, 1963, announced that the temporary reduction to 2 per cent of the Customs duty on imports of dried vegetables (Tariff heading 07.05 A, B) is extended until June 30, 1963. The temporary reduction to 13·2 per cent for imports of virgin olive oil (Tariff heading 15.07 B II a 1, 2 aa) is also extended to September 30, 1963. (See *Board of Trade Journal* of April 5, 1963, p. 809).

The same *Journal Officiel* also announced that the Customs duty on imports of olive oil other than virgin falling within Tariff headings 15-07 B II a 1 and 15-07 B II a 2 bb) is temporarily reduced to 14.1 per cent up to and including September 30, 1963.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Trade Blocs and Common Markets

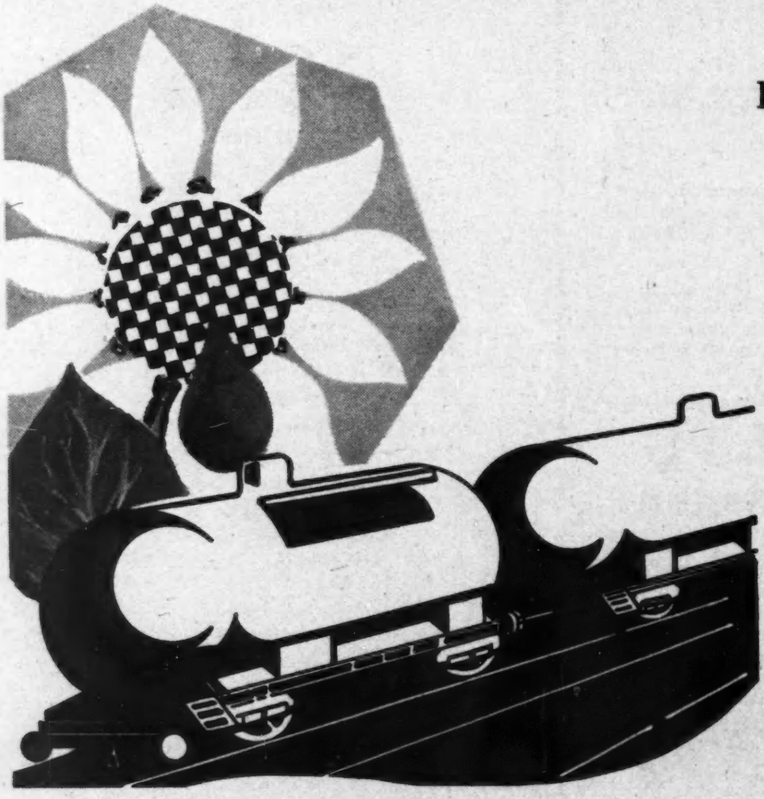
'Trade Blocs and Common Markets' analyses trade problems of developing countries as they are affected by regional economic groupings and trade blocs. Copies: Constable and Co. Ltd., 10-12 Orange Street, London, W.C.2. Price 25s.

Advertising Guide

'Guide to Industrial Advertising' is the title of a new booklet published by the Incorporated Society of British Advertisers, 45, Hertford Street, London, W.1 (price 7s. 6d.) 'to help managements understand how their industrial advertising can be made a productive investment'. The ISBA introduction adds that their 'Guide to Export Advertising' should also be consulted when preparing export campaigns.

'Still Not Enough Competition'

The Institute of Economic Affairs have published a revised edition of Hobart Paper II entitled "Still Not Enough Competition' Copies I.E.A., 66a Eaton Square, London, S.W.1. Price 5s.



RAW SUNFLOWER SEED

Guaranteed Pressed only

FFA (acidity) max. 1.5%

Mandy (water and impurities) max. 0.5%

First-class Quality - Prompt Delivery

Exporters:

PRODEXPORT

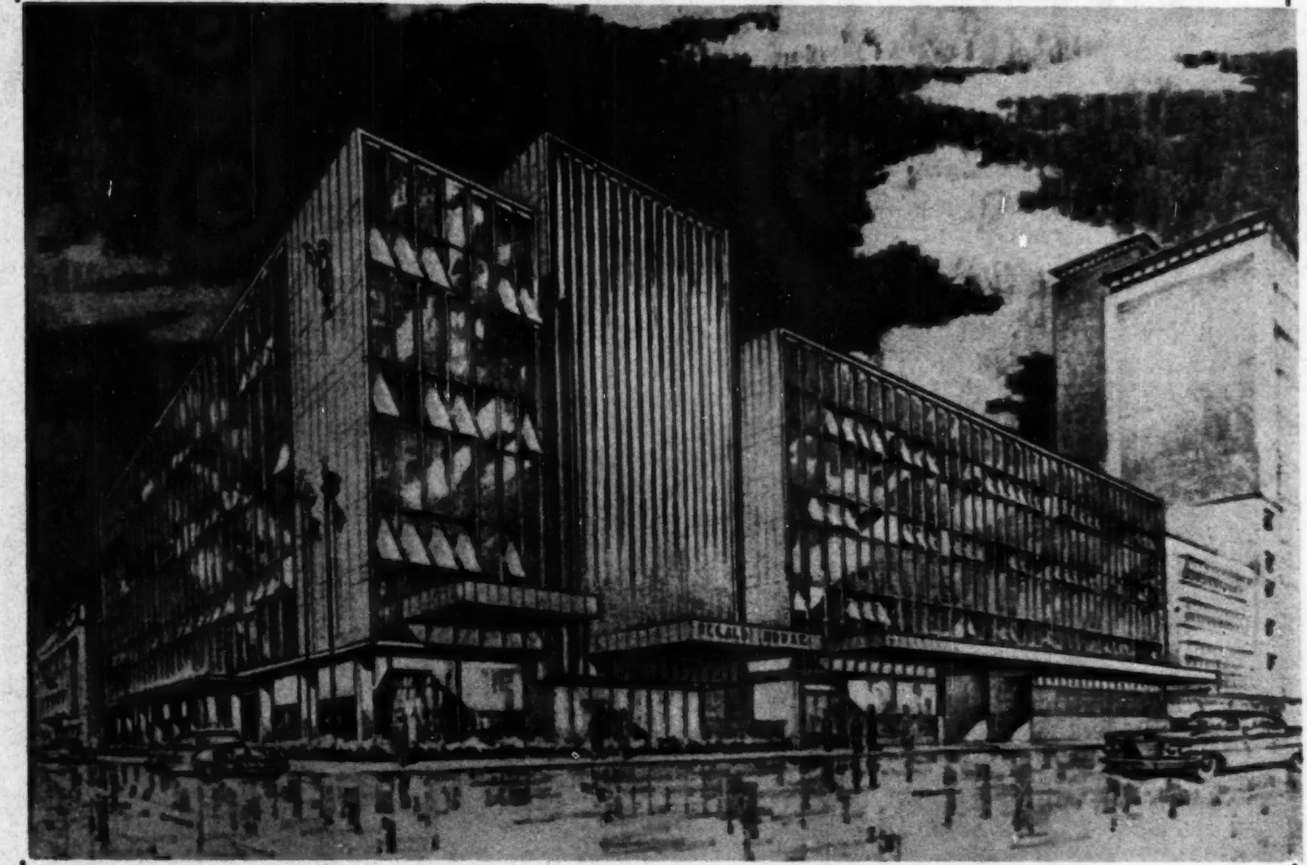
5 - 7 Gabriel Peri St.

Bucharest - Rumania

Telex: 203: 230

For prompt information apply to the
Rumanian Economic Agency, 26, Cadogan Square,
London, S.W.1.

THE HEART OF THE RHODESIAN PRESS



This artist's impression depicts the new Building at Salisbury, S. Rhodesia, Head Office of:—

THE RHODESIA HERALD
Salisbury
THE SUNDAY MAIL
Salisbury
THE CHRONICLE
Bulawayo
THE SUNDAY NEWS
Bulawayo
THE UMTALI POST
Umtali
THE NORTHERN NEWS
Ndola
CENTRAL AFRICAN POST
Lusaka

RHODESIANS, both African and non-African, regularly read their National newspapers — the economical and practical way of reaching this vast market is by advertising in the Press of the country.

★

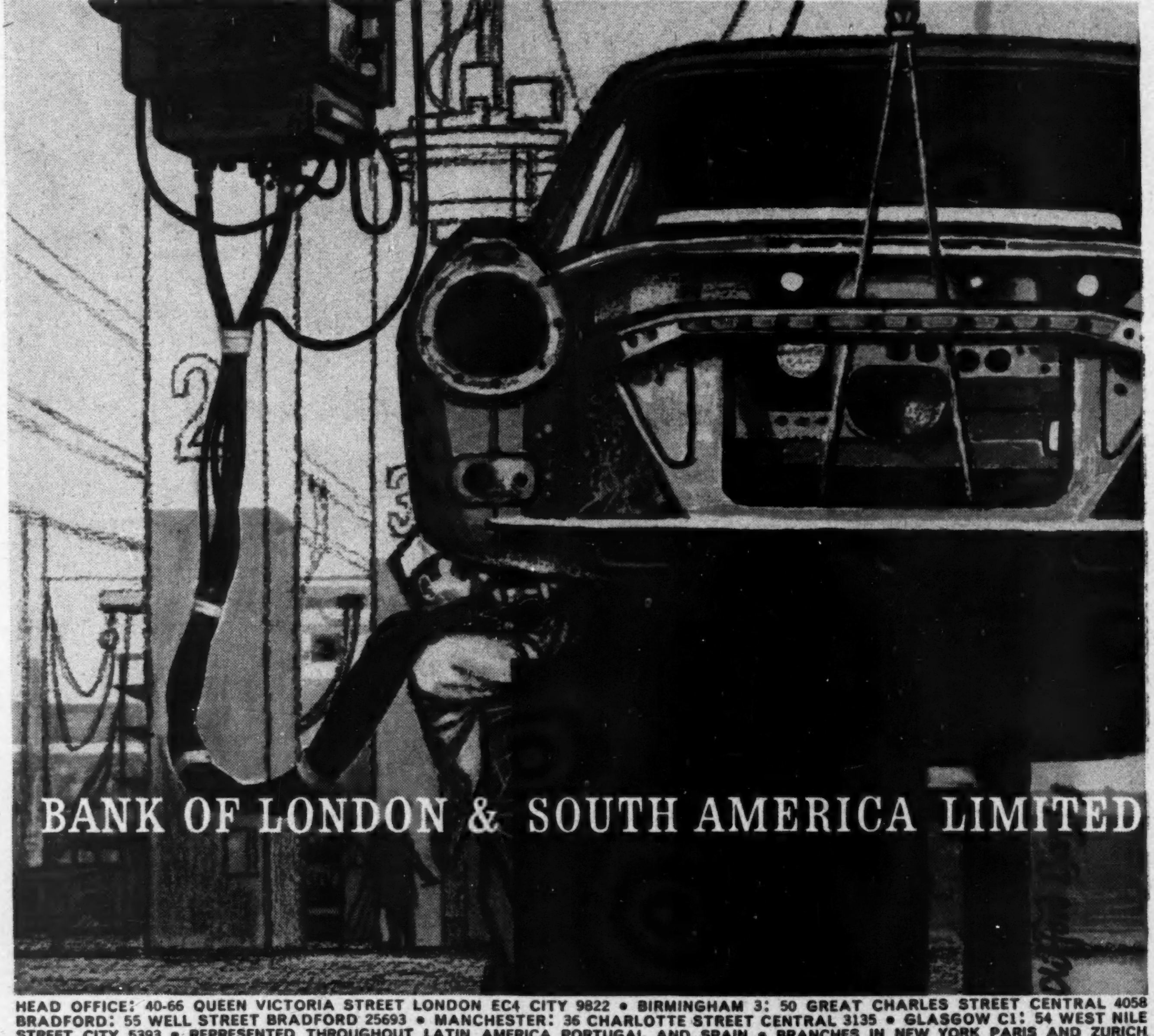
For particulars and advertisement rates, apply to the London Agents:—

ARGUS SOUTH AFRICAN NEWSPAPERS LTD.
85 FLEET STREET, LONDON, E.C.4
Telephone: FLEET STREET 3765 (4 lines)

BIG THINGS ARE HAPPENING IN

SOUTH AMERICA

The economic face of South America is continually changing. New, ambitious development schemes are being planned and carried through; the process of industrialisation is rapid. In all this, foreign capital is assisting, and there are many excellent opportunities for engineering contractors and manufacturers of capital goods. In nearly every republic of Central and South America and the Caribbean there are branches of the Bank of London and South America and its associates, the Bank of London and Montreal and Balfour, Williamson & Co. If you are interested in export opportunities, or have export problems in these areas the Bank will always be more than pleased to discuss these matters with you.



BANK OF LONDON & SOUTH AMERICA LIMITED

HEAD OFFICE: 40-66 QUEEN VICTORIA STREET LONDON EC4 CITY 9822 • BIRMINGHAM 3: 50 GREAT CHARLES STREET CENTRAL 4058 BRADFORD: 55 WELL STREET BRADFORD 25693 • MANCHESTER: 36 CHARLOTTE STREET CENTRAL 3135 • GLASGOW C1: 54 WEST NILE STREET CITY 5393 • REPRESENTED THROUGHOUT LATIN AMERICA PORTUGAL AND SPAIN • BRANCHES IN NEW YORK PARIS AND ZURICH

FEDERAL REPUBLIC OF GERMANY

Changes in the Rates of Turnover Equalization Tax

AS REPORTED in last week's *Board of Trade Journal* the Federal German Government have introduced a new law giving effect to changes as from June 1, 1963, in the rates of turnover equalization tax charged on some goods imported into the Federal Republic from all sources. These changes are as follows:

The equalization tax rates has been reduced from 4 per cent to 2.5 per cent on the goods listed below

Tariff Heading	Description of Goods
01.05	Live poultry.
ex 04.05	ex A – eggs in shell, fresh.
04.06	Natural honey.
06.01	Bulbs, tubers, tuberose roots, etc.
06.02	Other live plants, etc.
ex 06.03	Cut flowers and flower buds, etc.:
	A – Fresh.
ex 07.01	Vegetables, fresh, excluding olives and capers (07.01-N).
ex 08.01	ex B – Bananas, fresh.
	ex C – Pineapples, fresh.
ex 08.02	Citrus fruit, fresh or dried:
	ex A – Oranges, fresh.
	ex B – Mandarins and clementines, fresh.
	ex C – Lemons, fresh.
	ex D – Grapefruit, fresh.
ex 08.04	A – Ia and A – IIa – Dessert grapes, fresh.
08.06	Apples, pears and quinces, fresh.
08.07	Stone fruit, fresh.
08.08	Berries, fresh.
08.09	Other fruit, fresh.
ex 09.09	Seeds of anise, badian, fennel, coriander, cumin and juniper:
	A – Neither powdered nor otherwise reduced to pieces.
12.03	Seeds, fruit and spores, of a kind used for sowing.
ex 12.04	A 1. Sugar beet (whole or sliced), fresh.
ex 12.05	Chicory roots, fresh.

The equalization tax rate has been reduced from 4 per cent to 2 per cent on the goods listed below

Tariff Heading	Description of Goods
01.01	Live horses, asses, mules and hinnies.
01.04	Live sheep and goats.
ex 03.01	Fish, fresh (live or dead), whether or not chilled, other than fish for aquaria.
ex 06.04	Foliage, branches, etc.:
	A. Fresh.
ex 07.05	Dried and leguminous vegetables, shelled, other than skinned or split:
	ex A. Peas, etc.:
	II. Other.
	ex B. Other:
	ex I. Lentils:
	b. Other.
	ex II. Other:
	b. Other.
ex 07.06	A. Jerusalem artichokes.
ex 08.05	Nuts, etc.:
	ex A. Almonds, other than skinned or split.
	ex B. Walnuts, other than skinned or split.
	ex E. Other:
	ex 1. Hazel nuts, other than skinned or split.
12.09	Cereal straw and husks, unprepared or chopped but not otherwise prepared.
12.10	Mangolds, swedes, etc.

The equalization tax rate has been increased from 4 per cent to 6 per cent on the goods listed below

Tariff Heading	Description of Goods
11.07	Malt, other than roasted.
ex 41.02	Bovine cattle leather, etc.:
	B. Other.
ex 41.03	Sheep and lamb skin leather, etc.:
	B II. Other.
ex 41.04	Goat and kidskin leather:
	B II. Other.
ex 41.05	Other kinds of leather, etc.:
	B. Other.
41.08	Patent leather and metallized leather.
ex 47.01	Pulp derived by mechanical or chemical means from any fibrous vegetable material:
	ex B. Wood pulp:
	II.Sulphate pulp, other than that falling with sub-heading B III.
	ex III. For the manufacture of artificial fibre;
	ex b. Other, under Customs supervision:
	2. Other.
	ex C. Other:
	ex II. Of vegetable fibre, bleached:
	ex b 2 b. Straw cellulose.
	ex III. Other:
	ex b. Straw cellulose unbleached.
ex 51.01	Yarn of man-made fibres (continuous), not put up for retail sale:
	ex B. Yarn of continuous artificial textile fibres:
	ex II. Other:
	a. Single.
	ex b. Multiple or cable:
	1. Multiple.
53.07	Woollen yarns not made up for retail sale.
ex 53.10	Yarn of sheep's or lamb's wool or of horsehair or of other animal hair (fine or coarse), put up for retail sale:
	ex A. Single:
	ex I. Of sheep's or lamb's wool:
	b. Other.
	ex B. Multiple or cabled:
	All goods excluding carded yarn of a length of not more than 10,000 m. per kg. measured in a multiple condition.
ex 54.03	Flax or ramie yarn, not put up for retail sale:
	ex AIa. Single, of a length of not more than 30,000 m., measured in a multiple condition, excluding the yarns specified in Remarks 1 and 2.
55.05	Cotton yarn, not put up for retail sale.
ex 56.01	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning:
	B. Artificial textile fibres.
ex 56.04	Man-made fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning.
ex 65.02	Hat-shapes which, although neither partly nor wholly blocked to shape, are obviously intended for use as head gear (for example beach hats or harvest hats); other hat-shapes, plaited, etc., other than: of straw, bast, rush, reeds, esparto grass, raffia, sisal, wood chips or other non-spillaole vegetable materials, inter-mixed or not, including those of strips of paper (whether or not varnished or coated), mixed or not in any proportion with the above-mentioned materials.
73.01	Pig iron, etc.:
	A. Spiegeleisen.
	B. Foundry iron or forge pig.
	ex C. Phosphorus iron (including ferro-phosphorus):
	II. Containing by weight more than 1 per cent. of silicon.
73.02	Ferro-alloys:
	A. Ferro-manganese.
	C. Ferro-silicon.
	E. Ferro-chromium and ferro-sillico-chromium.
	ex F. Ferro-titanium.
	ex G. Ferro-tungsten.
	H. Ferro-molybdenum and ferro-vanadium.
	ex J. Other:
	ex III. Other:
	Ferro-niobium and ferro-niobium-tantalum.
ex 73.07	ex A. Blooms and billets:
	I. Rolled:
	C. Pieces roughly shaped by forging.
73.08	Iron or steel coils for re-rolling.
74.03	Wrough bars, rods, angles, shapes and sections, of copper: copper wire, other.
74.04	Wrought plates, sheets and strip of copper with a thickness of more than 15 mm.; other.
76.02	Rods, angles and wire of aluminium; other.
78.02	Rods, angles and wire of lead.
78.03	Sheets, plates and strips of lead with a weight of more than 1·7 kg. per square metre.
79.02	Wrought bars, rods, angles, shapes and sections, of zinc; zinc wire.
89.01	ex B. Other:
	ex I. Ships, boats and other vessels for maritime navigation provided that they are not used for gainful purpose by means of the sea voyage and are not ocean-going official ships, boats and other vessels.

The equalization tax rate has been increased from 6 per cent to 8 per cent on the goods listed, below

Tariff Heading	Description of Goods
ex 41.06	Chamois-dressed leather, grossly cut out from the pelt in rectangular, square or like shapes.
ex 42.03	Articles of apparel and clothing accessories, of leather or of composition leather:
	B. Gloves including mittens.
ex 48.01	Paper and paperboard, etc.:
	ex C. Kraft paper and Kraft paperboard:
	ex II. Other:
	Kraft paper, other than Kraft liners.
	ex E. Other:
	I. Paper intended for the publication of periodicals, under Customs control.
	II. Straw paper and straw paperboard.
	ex VII. Other:
	b. Other.
48.03	Parchment or greaseproof paper and paperboard, etc.
ex 48.07	Paper and paperboard, impregnated, etc.:
	D II c 2. Other.
ex 48.09	Building board of wood pulp or of vegetable fibres, etc.:
	A. Wholly or partly of ground wood.
51.04	Woven fabrics of man-made fibres (continuous).
ex 53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair:
	A. With a percentage of these textile fibres of not less than 85 per cent. by weight.
	ex B. Other:
	II. Other.
54.05	Woven fabrics of flax or of ramie.
ex 55.07	Cotton gauze:
	B. Other.
55.08	Terry towelling and similar terry fabrics of cotton.
55.09	Other woven fabrics of cotton.
56.05	Yarn of man-made fibres, etc., not put up for retail sale.
ex 56.06	Yarn of man-made fibres, etc., put up for retail sale:
	A. Of synthetic textile fibres.
56.07	Woven fabrics of man-made fibres (discontinuous).
ex 58.04	Woven pile fabrics and chenille fabrics, etc.:
	ex B. Of other textile materials:
	ex I. Epingle of wool.
	II. Of cotton.
ex 60:01	Knitted or crocheted fabric, etc.:
	B. Of synthetic or artificial textile materials.
60.02	Gloves, mittens and mitts, knitted or crocheted, etc.
ex 61.05	Handkerchiefs:
	ex B. Others:
	ex III. Of cotton.
ex 62.01	Travelling rugs and blankets:
	ex B. Travelling rugs and blankets of man-made textile fibres (discontinuous).
ex 62.02	Bed linen, table linen, toilet linen.
73.09	Universal plates of iron or steel.
73.10	Bars and rods (including wire rod), of iron and steel, hot-rolled, etc.
ex 73.11	Angles, shapes and sections, of iron or steel, hot-rolled, etc.:
	A. Angles, shapes and sections.
73.12	Hoop and strip of iron or steel, hot-rolled or cold-rolled.
73.13	Sheets and plates of iron or steel, hot-rolled or cold-rolled.
73.14	Iron or steel wire, single strand, etc.
ex 73.15	High carbon steel and alloy steel, etc.:
	ex A. High carbon steel:
	ex I b 2. Blooms and billets, unforged.

(*Continued on next page*)

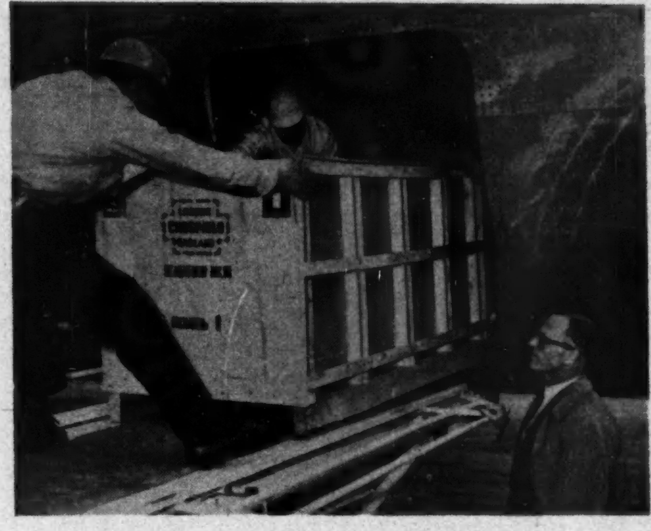
Federal Republic of Germany (*Continued*)

Tariff Heading	Description of Goods
	II. Pieces roughly shaped by forging.
	III. Coils for re-rolling; universal plates.
	IV. Bars and rods, etc.
	V. Hoop and strip.
	VI. Sheets and plates.
	VII. Wire, single strand, whether or not coated, etc.
	ex B. Alloy steel:
	ex I b 2. Blooms and billets, unforged.
	II. Pieces roughly shaped by forging.
	III. Coils for re-rolling: universal plates.
	IV. Bars and rods, etc.
	V. Hoop and strip.
	VI. Sheets and plates.
ex 73.18	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, etc.:
	ex A. Straight and of uniform thickness, unworked:
	ex II. Other:
	c. Butt-welded or lap-welded, whether or not fusion welded.
	ex B. Tubes and pipes, specially shaped or worked:
	ex II. Of other steel:
	a. Threaded tubes and pipes, welded (not subsequently cold-drawn), of a nominal diameter of ½ inch to 4 inches.
	d. Other.
ex 84.38	Auxiliary machinery for use with machines of heading No. 84.37, etc.:
	ex B. Card clothing (including saw-toothed card clothing).
	ex C I. Shuttles.

Musical Success at Frankfurt

The importance and value of exhibiting at overseas trade fairs is explained in the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor'. A practical example recently came to light at the Frankfurt International Spring Fair. Ormston Burns Ltd., of Buckhurst Hill, through their agents T. D. Bailey & Son Ltd., had a stand there. They received orders for their electric guitars amounting to several hundreds of pounds and following up on this they have appointed agents in many European countries.

Scanatron for Chicago



The first part of the Scanatron flown from London to Chicago for Chicago Rotoprint Co., by Crosfield Electronics, of London, who export 80/85 per cent of their production. Crosfield's fly their equipment to cities outside Europe, using their own lorries for European destinations.

Refuse Disposal

The booklet 'Transfer Loading Stations' (Temple Press 15s.) is the first of a series of Research Reports published in association with the Institute of Public Cleansing. It describes five different systems of refuse disposal in current use.

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

IMPORT; the magazine for United Kingdom importers. Full of offers from overseas exporters. Send 25s. for 12 issues, or 40s. 24 issues. EJP Publications, 13 Ray Mill Road East, Maidenhead, Berks.

FOR SALE.—NEW AND GRADE 1 EX-GOV. BLANKETS offered for Export. Box No. S5686, *Board of Trade Journal*, Room D84, Atlantic House, Holborn Viaduct, London, E.C.1.

COMPANY IN IRAN closely connected with the Oil Industry and the Plan Organization of Iran, offers services for co-operation and representation in Iran over matters concerning Supplies and Development. Executive directors have engineering qualification as well as long experience in the Oil Industry and Technical Developments in Iran. Write: Odas Co. Ltd., 234 Aluminium Building, Avenue Shah, Teheran, Iran.

FOR SALE: *Ministry of Labour Gazette* 1921-1938; *Board of Trade Journal* 1925-1959; *Economist* 1930-1960. All bound. And some other similar. We also buy and sell Journals, Transactions, Proceedings, etc., of a Technical, Scientific and Learned nature. H. Pordes, 138 New Cavendish Street, London, W.1. MUSeum 5250 and 6200.

FOLDING CAMERAS REQUIRED for Export. Must be new and perfect. Please state make, quantity available and price to: R. W. Shelton, Calthorpe House, Overndale Road, Downend, Bristol.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

REDUNDANT PLANT purchased, from a small electric motor to machine tools or a complete factory or works. Specialists in works dismantling. Prompt inspection and offers. C. M. Hartshorne & Co. Ltd., Meltham, Huddersfield. Phone: Meltham 537.

FOR SALE. Heenan & Froude Hydraulic Dynamometer, size FA.14, 12.000 h.p., 128/280 r.p.m. Only five weeks used from new, at less than half list price. Write. L. Solloman Ltd., 21 Hampson Street, Salford 5. Phone: Manchester Blackfriars 4571.

OLD - ESTABLISHED FIRM BEIRUT – principals well connected – seek exclusive representation – Agency. Please write, J.A.G., P.O. Box 5165, Beirut, Lebanon, or 124 Sloane-street, London, S.W.1.

AUSTRALIAN EXPORT. Experienced Sales Executive seeks reliable agencies – General Hardware – Builders' Requirements – Furniture Trade Requisites. Initially South Australia. Guaranteed active, conscientious representation. Full particulars and interview: T. K. Evans, c/o Commonwealth Trading Bank, 8 Old Jewry, London. July 14-28.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

U-NEED-A HOTEL wherever you go. 'Know-how' means you ought to know. – HOTEL BOOKINGS (ABROAD), 3 Alkerden Road, London, W.4. (Tel. Chiswick 9052.) Just ask for F. Preston.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Enquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

OYEZ, OYEZ! The translation of sales and technical literature in all languages is *our* business. TRANSLAGENCY LTD., 4 Norland Square, London, W.11. Tel.: Park 3333.

OVERSEAS AND ENGLISH ACCOUNTANTS. The English Association of Accountants and Auditors, Founded Commonwealth Day, 1941. Details of Membership F.E.A.A., A.E.A.A. Write, *Board of Trade Journal*, 9 Charles Street, Newport, Mon, England.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, Horse Guards Avenue, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London (K109) S.O. Code No. 72-3455.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

"DRON-WAL" REGISTERED TRADE MARK

AGRICULTURAL SPRAYERS ARE IN WORLD-WIDE USE

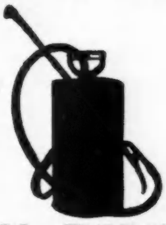
* * Send for catalogue illustrating our many types of Sprayers, Syringes, Powder Blowers, Hose Fittings, Cattle and Veterinary Syringes, Knapsack and Pneumatic Sprayers, etc.

No. 1033 STIRRUP SPRAY PUMP

A highly efficient pump for many Agricultural purposes. Type of nozzle according to requirements.

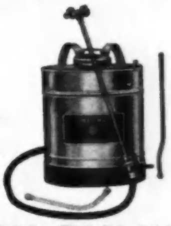
No. 8 PNEUMATIC SPRAYER

All Brass in 1½, 2 and 2½ gall. Working capacity sizes. A popular strongly made Sprayer for all Agricultural and Horticultural purposes.



KNAPSACK SPRAYER

Made with Copper or Brass Tanks. 3½ gall. capacity.



THE PHILIP B. WALDRON CO., TYSELEY, BIRMINGHAM, ENGLAND

LONDON ASSOCIATION FOR THE BLIND

PLASTIC MOULDINGS FOR THE TRADE

Mouldings to customers' specification in Nylon, Diakon, Polythene, Polystyrene, and Acetate. Also High Frequency welding.

The only blind injection moulding workshop in the world.

We shall be pleased to discuss your Plastic problems entirely without obligation.

Competitive prices • Prompt deliveries

PELICAN HOUSE, 88-92, PECKHAM ROAD, LONDON, S.E.15 TELEPHONE: ROD 6153

(Registered in accordance with the National Assistance Act, 1948)

SCREWING MACHINES

For BOLTS and PIPES

Portable, for Hand and Power. As used by Railways, Docks, Public Works and Engineers.

JAMES N. DURIE & CO. LTD.

Dockfields, Shipley, Yorks.

ABBEY HEAT TREATMENTS LTD.

Our advanced techniques and reliable service have established a fine reputation. Try us for all types of Heat Treatment and Chemical Blacking.

On A.I.D., A.R.B., W.O. Approved lists for Inspection.

Plaza Works, Merton High Street, London, S.W.19

Cherrywood 2291/2.

FOR LONG COMPONENTS

THROUGH BOLTS, SPRING CENTRE BOLTS, U BOLTS, & GENERAL REPETITION WORK. CONSULT

The COSSENTINE BOLT & ENGINEERING CO., LTD.

The Platt, Putney, S.W.15.

Phone: PUTney 7121. Grams: COSSENTINE PUT. LONDON.

precision . . .
. . . in plastic

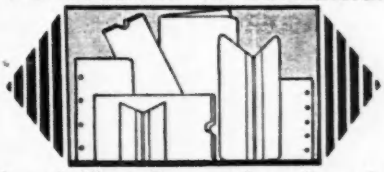
a remarkable range of plastic products moulded by craftsmen to the finest degree of accuracy. Design to specification—one-off or long run.

precision products Leeds Ltd

Manipulators of thermoplastic materials

77-79 Kirkstall Road · Leeds 3 · Tel: 36661-2

PVC Wallets & Containers



Salesmen's Albums, Document Cases, Cheque Book and Travel Cheque Holders, Note Cases, Loose Leaf Binders, Pocket Wallets, Conference Wallets. Swatch Covers, Advertising Gifts, etc.

ACADEMY PLASTICS LTD.,

25-29 ROUNDWOOD ROAD, LONDON, N.W.10
WILLESDEN 5277 (3 lines)

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices.

". . . . essential statistical data on the really important aspects of this country's trade . . . . in exceedingly convenient form."—*The Times.*

Monthly 3s. 6d. (post 4d.). Annual subscription £2 6s., including postage.

From Her Majesty's Stationery Office, P.O. Box 569, London, S.E.1,
or through any bookseller

...BUT WE'VE
ALWAYS
HAD T.V.
OLD BOY

Well, for as long as *he* can remember, anyway. For when the miracle of television came to the community, little Kofo's parents were among the first to achieve a set. Even today, they are still among the fortunate few. But the fact remains that in a growing number of Barclays D.C.O. territories television *has* arrived, along with the hundreds of other items for which great new markets are springing up.
This is a development which the D.C.O. has watched and analysed and actively assisted over the years. During that time a great deal of economic information has been amassed. Information which will be gladly given to any businessman with interests overseas.

If you want advice about trade with Africa, the Mediterranean or the Caribbean, ask Barclays first. Write to our Intelligence Department at 54 Lombard Street, London, E.C.3.

Barclays Bank D.C.O. *Britain's Largest Overseas Bank*